

Chapter Outline

- 4.1. Markets
- 4.2. How Do Buyers Behave?
- 4.3. How Do Sellers Behave?
- 4.4. Supply and Demand in Equilibrium
- 4.5. What Would Happen if the Government Tried to Dictate the Price of Gasoline?

Supply-Demand-Equilibrium

Key Ideas

- 1. In a perfectly competitive market,
 - 1) sellers all sell an identical good or service, and
- any individual buyer or any individual seller isn't powerful enough on his or her own to affect the market price of that good or service.
- 2. The demand curve plots the relationship between the market price and the quantity of a good demanded by buyers.

Supply-Demand-Equilibrium

Key Ideas

- 3. The supply curve plots the relationship between the market price and the quantity of a good supplied by sellers.
- 4. The competitive equilibrium price equates the quantity demanded and the quantity supplied.
- 5. When prices are not free to fluctuate, markets fail to equate quantity demanded and quantity supplied.

Supply-Demand-Equilibrium



Evidence-Based Economics Example Why do organic eggs cost more? 實證經濟學範例: 為什麼有機雞蛋 比白雞蛋貴?

Markets (市場)

A market is a group of economic agents who are trading a good or service, and

 the rules and arrangements for trading.
 市場就是一群交易特定商品或勞務的經濟決策者

 跟其所遵循的交易規則

Markets (市場)

 The market price is the price at which buyers and sellers conduct transactions
 市場價格就是買賣雙方面對的(相同)交易價格



Competition (市場競爭)

- A market is competitive if buyers and sellers have little effect on market price
 - (Since there are substitutes on both sides!)
- In a perfectly competitive market, perfect substitutes exists so <u>one can always switch</u>
 - All are price takers since others can switch
 - ▶ 競爭市場下幾乎沒有人能影響價格(因兩邊都有代替品)
 - ▶ 完全競爭市場下買賣雙方都有完美代替品可以隨時換▶ 所有人都是價格接受者,因為對方可以隨時把你換掉

Supply-Demand-Equilibrium



In Perfectly Competitive Markets, 完全競爭下 Sellers all sell identical products to buyers Traders pays/charge same market price No buyer/seller big enough to affect price

- 許多賣家販賣相同產品 給衆多買家
- 買賣雙方有相同交易價格
- ▶ 沒有人大到可以影響價格





How Do Buyers Behave? 買家如何做決策?

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- Why are some students willing to pay more for an "A+" than others?
- That is, why isn't the price the same for everyone?
- ▶ Willingness-to-Pay (願付價格、買方價値)
 - ▶ 為什麼有人願意付出比別人更多的代價(金錢時間 或精力)來拿A+?因為她們的願付價格/拿到A+ 的「價值(valuation)」比較高!

How Do Buyers Behave? 買家如何做決策?

- ▶ Quantity Demanded (需求數量)
 - The amount of a good that buyers are willing to purchase at a given price.
 □ 在某個價格下,買方願意購買的數量。
- Demand Schedule (需求表)
 - A table that reports the quantity demanded at different prices, holding all else equal.
- ▶ Demand Curve (需求曲線)
 - ▶ Plots the quantity demanded at different prices
 □價格和需求數量的函數關係作圖

Supply-Demand-Equilibrium

How Do Buyers Behave? 買家如何做決策?

▶ Law of Demand (需求法則)

- The claim that:
- ▶ Quantity demanded of a good falls when the price of the good rises, other things equal
 □ 其他條件不變時,價格上升會讓需求數量下降。

How Do Buyers Behave? 買家如何做決策? Demand Schedule (需求表) Quantity Price of of cabbage • A table that shows the cabbage demanded relationship between the price 白菜價格 需求數量 of a good & quantity demanded \$0 16 ▶ Example: (王道一的白菜需求) 10 14 Joseph's demand for cabbage 20 12 30 10 Notice that his preferences 40 8 obey the law of demand. 50 6 ▶ 王道一的偏好符合需求法則! 60 4 Supply-Demand-Equilib



Market Demand (市場需求數量=個別需求數量加總) • Market Q^D = sum of Q^D by all buyers at each price. • Let Joseph & John be the only 2 buyers for cabbage. 王道一's QD 王道二's QD Market Q^D Price \$0 16 24 + 8 = 10 14 7 21 + = 12 20 + 6 18 = 30 10 5 15 + = 40 8 + 4 12 = 50 3 9 6 + = 60 2 4 + = 6 lv-De

Market Demand Curve 白菜市場需求曲線



Demand Curve Shifters 影響需求曲線的因素

- The demand curve shows how price affects quantity demanded, other things being equal.
 > 需求曲線假設「其他條件不變」(包括偏好、所得、)
 - 替代品或互補品之價格、預期等),這些會影響需求
- These "other things" are non-price determinants of demand (i.e., things that determine buyers' demand for a good, other than the good's price).

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• Changes in them shift the *D* curve...

How Do Buyers Behave? 買家如何做決策?
Variable A change in this variable
Price (價格)movement along the D curve (在需求曲線上移動)
of buyers (買家人數)shifts the D curve
Income (收入)shifts the D curve
Price of (相關產品價格) (整個需求曲線移動) related goodsshifts the D curve
Tastes (偏好口味)shifts the D curve
Expectations (預期心理)shifts the D curve
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Demand Curve Shifters: # of Buyers ARX Increase in # of buyers increases quantity demanded at each price, shifts D curve to the right. 增加買家的人數會增加每個價格下的總需求數量, 也就是讓需求曲線右移

Supply-Demand-Equilit



Demand Curve Shifters: Income (

- Demand for a normal good is positively related to income.
 - Increase in income causes increase in Q^D at each price, shifts D curve to the right.
 - ▶ 所得上升時需求會增加的商品為正常財(vs. 劣等財)

(Demand for an inferior good is negatively related to income. An increase in income shifts *D* curves for inferior goods to the left.)

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Demand Curve Shifters: Prices of R

- Two goods are substitutes (替代品、代替品) if an increase in the price of one causes an increase in demand for the other.
- Example: Apple's iPad Pro vs. M\$ Surface Pro 4
 iPad Pro價格上升時,需求數量下降; Surface Pro 4的需 求增加
- Other examples: laptops and desktop computers, CDs and music downloads, fresh and frozen vegetables after a typhoon

Demand Curve Shifters: Prices of Re

- Two goods are complements (互補品、相關配件) if an increase in the price of one causes a fall in demand for the other.
- Example: Apple Pencil vs. iPad Pro
 Apple Pencil價格上升時,需求數量下降; iPad Pro的需 求也減少
- Other examples: college tuition and textbooks, computers and software, gasoline and cars

Supply-Demand-Equilibrium

Example: iPad Pro Demand 範例: 哀配普羅的需求

- Draw a demand curve for iPad Pro to analyze what happens to it in the following scenarios?
- Price of Apple Pencil falls
- Price of iPad Pro falls
- Price of Surface Pro 4 falls
- 分析下列事件對需求的影響
- ▶ 蘋果鉛筆的價格下跌
- ▶ 哀配普羅的價格下跌
- ▶ 表面普羅四價格下跌











Demand Curve Shifters: Tastes (偏好日時)					
 Anything that causes a shift in tastes toward a good will increase demand for that good and shift its D curve to the right. 					
 Example: Fresh milk became popular recently after powder was hit by the Melamine (三聚氰胺) incident, caused an increase in demand for fresh milk, shifted the fresh milk demand curve to the right. 					
▶ 三聚氰胺事件之後, 台灣民衆對鮮奶的需求增加					
▶ 滅頂事件後,台灣民衆對林鳳營鮮奶的需求減少					
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Demand Curve Shifters: Expectation

- Expectations affect consumers' buying decisions. 預期心理會影響消費者購買決策
- Examples:
 - If people expect their incomes to rise, their demand for meals at expensive restaurants may increase now. (若預期會加薪...)
 - If the typhoons is coming and people worry about a vegetable price surge, demand for vegetables may rise now. (颱風來之前菜價就...)



H	ow Do Buyers Behave? 買家如何做決策?
	Variable A change in this variable
	Price (價格) movement along the D curve (在需求曲線上移動)
	# of buyers (買家人數)shifts the D curve
	Income (收入)shifts the D curve
	Price of (相關產品價格) (整個需求曲線移動) related goodsshifts the D curve
	Tastes (偏好口味)shifts the D curve
	Expectations (預期心理)shifts the D curve
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How Do Sellers Behave? 賣家如何做決策?

- Why are more of you willing to take off your clothes, the higher the price?
 - > 為什麼價格愈高的時候, 愈多人願意全裸演出?
- Why is the price not the same for everybody?
- ▶ 為什麼每個人「願意全裸演出的價格」都不一樣?

How Do Sellers Behave? 賣家如何做決策?

- ▶ Quantity Supplied (供給數量)
 - The amount of a good that sellers are willing to sell at a given price.
- □在某個價格下, 賣方願意出售的數量。
 ▶ Supply Schedule (供給表)
 - A table that reports the quantity supplied at different prices, holding all else equal.
- ▶ Supply Curve (供給曲線)
 - ▶ Plots the quantity supplied at different prices
 □價格和供給數量的函數關係作圖

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How Do Sellers Behave? 賣家如何做決策? Law of Supply (供給法則) The claim that: Quantity supplied of a good rises when the price of the good rises, other things equal □其他條件不變時,價格上升會讓供給數量上升。

How Do Sellers Behave? 賣家	如何做》	夬策?
 Supply Schedule (供給表) A table that shows the 	Price of cabbage	Quantity of cabbage supplied
 relationship between the price of a good & quantity supplied Example: (蔡奇亞的白菜供給) Marco's supply for cabbage Notice that his preferences obey the law of supply 	\$0	0
	10	3
	20	6
	30	9
	40	12
	50	15
▶ 蒸奇西的供給素符合供給法則	60	18

Supply-Demand-Equilibrium



Market Supply (市場供給數量=個別供給數量加總)

- Market Q^S = sum of Q^S by all sellers at each price.
- Let Marco & Michael be the only 2 sellers of cabbage

	Price	蔡奇亞's Q ^S		蔡偶亞's	Qs	Market Q ^s	
	\$0	0	+	0	=	0	
	10	3	+	2	=	5	
	20	6	+	4	=	10	
	30	9	+	6	=	15	
	40	12	+	8	=	20	
	50	15	+	10	=	25	
	60	18	+	12	=	30	
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Supply Curve Shifters 影響供給曲線的因素 The supply curve shows how price affects quantity supplied, other things being equal. 需求曲線假設「其他條件不變」(包括偏好、所得、 替代品或互補品之價格、預期等),這些會影響需求 These "other things" are non-price determinants of supply. Changes in them shift the *S* curve...

How do sellers behave? 賣家如何做決策?					
	Variable A change in this variable				
	Price (價格)movement along the <i>S</i> curve (在供給曲線上移動)				
	Input Prices (投入價格)shifts the S curve				
	Technology (科技進步)shifts the <i>S</i> curve (整個供給曲線移動)				
	# of Sellers (買家人數)shifts the <i>S</i> curve				
	Expectations (預期心理)shifts the S curve				
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Sup	oply Curve Shifters: Technology 科技進行
•	Technology determines how much inputs are required to produce a unit of output. ▶ 「製造」產品需要多少投入取決於現有的科技
•	A cost-saving technological improvement has the same effect as a fall in input prices, shifts S curve to the right.
	▶ 科技進步可以讓生產成本降低,會讓供給曲線右 移(跟生產投入的價格下跌一樣)

Supply Curve Shifters: # of Se

- An increase in the number of sellers increases the quantity supplied at each price, shifts S curve to the right.
 - 增加賣家的人數會增加每個價格下的總需求數量,也就是讓供給曲線右移





H	How do sellers behave? 賣家如何做決策?					
	Variable A change in th	is variable				
	Price (價格) …movement a (在伊	long the <i>S</i> curve 共給曲線上移動)				
	Input Prices (投入價格)sh	nifts the <i>S</i> curve				
	Technology (科技進步) …sł (整個	nifts the <i>S</i> curve 固供給曲線移動)				
	# of Sellers (買家人數)sh	nifts the <i>S</i> curve				
	Expectations (預期心理)sh	nifts the <i>S</i> curve				
0.01		1 1				





























Terms for Shift vs. Movement Along Curve

- ▶ Change in demand: (需求(曲線的)改變)
 - ▶ a shift in the D curve (當「其他條件」改變)
 - occurs when a non-price determinant of demand changes (like income or # of buyers)
- ▶ Change in quantity demanded: (需求數量改變)
 - > a movement along a fixed D curve
 - ▶ occurs when P changes (產品本身「價格」改變)











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Conclusion 結論 In a perfectly competitive market, (1) sellers all sell an identical good or service (2) any individual buyer/seller isn't powerful enough on their own to affect the market price 完全競爭市場: 衆多賣家販賣相同產品,沒有人大到可以影響價格(因為兩邊都有完美代替品)。 The demand curve plots the relationship between the market price and the quantity of a good demanded by buyers. 需求曲線: 市場價格跟買方需求數量的關係

Conclusion 結論

- The supply curve plots the relationship between the market price and the quantity of a good supplied by sellers.
 供給曲線:市場價格跟賣方供給數量的關係
- The competitive equilibrium price equates the quantity demanded and the quantity supplied. (競爭均衡價格P會使Q^D=Q^S)
- When prices are not free to fluctuate, markets fail to equate quantity demanded and quantity supplied. (P不能自由調整讓Q^D≠Q^S)











Bonus Question (ALL 4-13)

- As part of U.S. sugar policy (in 2013), the government offered to buy raw sugar from domestic sugarcane mills at an average price of 18.75 cents per pound.
 - This government offer was made for as much raw sugar as the sugarcane mills produced.
- Any raw sugar purchased by the government was not sold in the domestic market, as this might have caused raw sugar prices to fall.

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Bonus Question (ALL 4-13)

- a. Under this policy, what do you think the government's demand curve for sugar looks like?
- b. What impact does this policy likely have on domestic sugar prices?

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• Explain your reasoning with a supply-and-demand diagram.