

DUE: Wednesday, August 3rd Please turn in a paper copy and **SHOW YOUR WORK!**

1. Our hardware store is selling TorqueMaster 3000 lawn mowers. We have collected the following sales data:

Mowers Sold	8	14	19	24
Price	\$225	\$175	\$145	\$110

- (a) Compute elasticity (round to 3 decimals places):

Mowers Sold	8	14	19	24
Price	\$225	\$175	\$145	\$110
Elasticity	2.181818	1.616162	0.847176	$\begin{matrix} \times \times \times \\ \times \times \times \end{matrix}$

Using a formula something like: “ $-\frac{(C2-B2)*(B3+C3)}{((C3-B3)*(B2+C2))}$ ” where quantities are in row 2 and prices are in row 3.

- (b) Model this demand price (in Excel) and find the logarithmic trendline.

Of course, we graph the quantity/price data and add a logarithmic trendline.

$$p_d(q) = -101.9 \ln(q) + 440.01$$

According to this model, we will sell 31 mowers if we set our price at \$90.

This answer was found by goal seeking the predicted price to be \$90 by changing the quantity. Alternatively, we could ask Alpha to solve “ $-101.9 \ln(q) + 440.01 = 90$ ”

When $p_d(q) = \$90$, our point elasticity is $\varepsilon = \underline{0.883}$ (round to 3 decimal places).

derivative $-101.9 \ln(x) + 440.01$ where $x=31.0264$ ✓

which gives us -3.2843 so $\varepsilon = -(p/q)/(dp/dq) = -(90/31.0264)/(-3.2843) = 0.8832$

Alternatively, we could compute the general formula for point elasticity:

derivative $-101.9 \ln(x) + 440.01$ ✓ $-\frac{(-101.9 \ln(x) + 440.01)}{x} / (-101.9/x)$ ✓

which gives us $\varepsilon = 0.00981354(-101.9 \ln(x) + 440.01)$ and so, plugging in $q = 31.0264$, we get

$0.00981354(440.01 - 101.9 \ln(x))$ where $x=31.0264$ ✓

Again, $\varepsilon = 0.883$.

Circle the correct answer: We are currently charging \$90 for a lawn mower and want to **increase**

revenue, we should raise / lower our price.

Since point elasticity (when $p = \$90$) is less than 1, we know that prices dominate and so revenue moves with price. Thus to increase revenue we should increase price.

3. Flash-in-the-Pan Rock Inc. has released a new album by THE STENCH. They collected sales data and found that this album 3 months after its release it was selling at a rate of 10,000 albums a year. By the time the album has been out 6 months its sales rate went up to 20,000 albums a year. Assuming this data fits a curve of the form $S(t) = at^2e^{bt^2}$, use the sales data to solve for a and b .

We have been given the following information: $S(0.25) = 10000$ and $S(0.5) = 20000$ (after 3 and 6 months the rates of sales are 10,000 and 20,000 albums per year). *Note:* If you use $t = 3$ and $t = 6$ and work in “months” you’ll need to convert 10,000 and 20,000 albums per **year** to 10,000/12 and 20,000/12 albums per **month**.

Thus we have $10000 = S(0.25) = a(0.25)^2e^{b(0.25)^2}$ and $20000 = S(0.5) = a(0.5)^2e^{b(0.5)^2}$ which Alpha will happily solve for us.

solve $10000 = a (0.25)^2 e^{(b (0.25)^2)}$ and $20000 = a (0.5)^2 e^{(b (0.5)^2)}$ ✓

[*Weird Behavior:* If we enter “... $a(0.25)^2$...”, Alpha will think “ $a(0.25)$ ” is function instead of the variable “ a ” times “ $(0.25)^2$ ”.]

Alpha finds a real solution $a \approx 201587$ and $b \approx -3.69678$.

$$S(t) = \frac{201587t^2e^{-3.69678t^2}}{}$$

The total number of albums sold (according to our model) is $\int_0^\infty S(t) dt \approx 12,567$ albums.

int $201587t^2 e^{(-3.69678t^2)}$ from 0 to infinity ✓

To compute out how long it will take to sell all but one album we need to solve $\int_T^\infty S(t) dt = 1$ for the unknown time T . Alpha has trouble doing this in a single step, so we’ll break it up into 2 pieces. First, we compute the integral. Then, copy/paste the result of integration and solve the equation.

int $201587t^2 e^{(-3.69678t^2)}$ from T to infinity ✓

$$(5039675000 (50 \sqrt{924195} \pi) \operatorname{erfc}(1/100 \sqrt{184839/5} T) + 184839 e^{-(184839 T^2)/50000} T))/34165455921 = 1 \quad \checkmark$$

Alpha finds the solution $T = 1.70863...$ which is 1 year and $(0.70863...)(12) = 8.5036...$ months.

After 1 year and 9 months only 1 album will remain to be sold.

Alternative Solution: We could work this entire problem in terms of **months** instead of **years**. To do this we would need to convert the 10,000 and 20,000 albums per year figures into 10,000/12 and 20,000/12 albums per month. In this case we have: $S(3) = 10000/12$ and $S(6) = 20000/12$ and so...

solve $10000/12 = a 3^2 e^{(b 3^2)}$ and $20000/12 = a 6^2 e^{(b 6^2)}$ ✓

We then find that $a \approx 116.659$ and $b \approx -0.0256721$. Therefore,

$$S(t) = 116.659t^2e^{-0.0256721t^2}$$

int $116.659t^2 e^{(-0.0256721t^2)}$ from 0 to t ✓

This gives us the same result (as before) of 12,567.3.

int $116.659t^2 e^{(-0.0256721t^2)}$ from T to infinity ✓

copy/paste result and solve equation...

$$12567.3 - (12567.3 \sqrt{T^2} \operatorname{erf}(0.160225 \sqrt{T^2}))/T + 2272.1 e^{(-0.0256721 T^2)} T = 1 \quad \checkmark$$

We find that $T \approx 20.50364$ months. So it takes about 1 year and 9 months to sell all but the final album.

4. After surveying the student body, we have found that the average height of an AppState dorm student is 70 inches. In addition we have found that these heights have a standard deviation of 5. Assume heights are normally distributed.

What percentage of the student body is between 5 and 6 feet tall? 6.327%.

We are given $\mu = 70$ and $\sigma = 5$. After plugging these values into the normal distribution's density function we need to compute the probability that X is between 60 and 72 inches (5 and 6 feet).

`int e^(-(x-70)^2/(2*5^2))/(sqrt(2*pi)*5) from 60 to 72 ✓`

We wish to construct a beds which accomodate all but the tallest 2% of students, how long should we make our beds?

80.269 inches.

We need to solve the equation $\int_X^\infty n(x) dx = 0.02$. We'll do this in 2 steps. First, compute the integral. Then copy/paste the result and solve the equation.

`int e^(-(x-70)^2/(2*5^2))/(sqrt(2*pi)*5) from X to infinity ✓`

`1/2*erfc((X-70)/(5*sqrt(2))) = 0.02 ✓`

Which gives an answer $X \approx 80.2687$.