

### **DEMAND**

- *Quantity demanded* is the amount of a good that buyers are willing and able to purchase.
- Law of Demand
  - The *law of demand* states that, other things equal, the quantity demanded of a good falls when the price of the good rises.

Copyright © 2004 South-Western

# The Demand Curve: The Relationship between Price and Quantity Demanded

- Demand Schedule
  - The *demand schedule* is a table that shows the relationship between the price of the good and the quantity demanded.

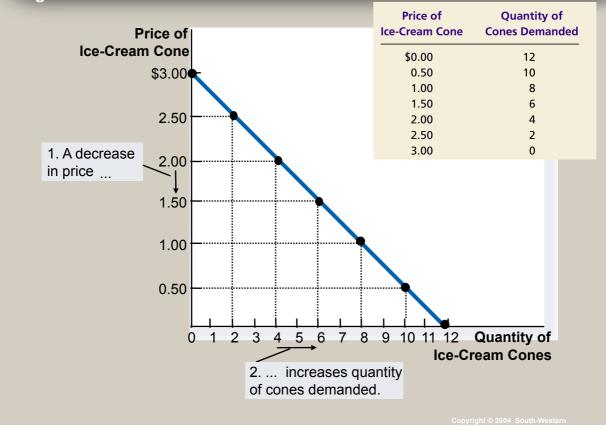
## Catherine's Demand Schedule

Price of Ice-Cream Cone	Quantity of Cones Demanded
\$0.00	12
0.50	10
1.00	8
1.50	6
2.00	4
2.50	2
3.00	0
	Copyright © 2004 South-Western

# The Demand Curve: The Relationship between Price and Quantity Demanded

- Demand Curve
  - The *demand curve* is a graph of the relationship between the price of a good and the quantity demanded.





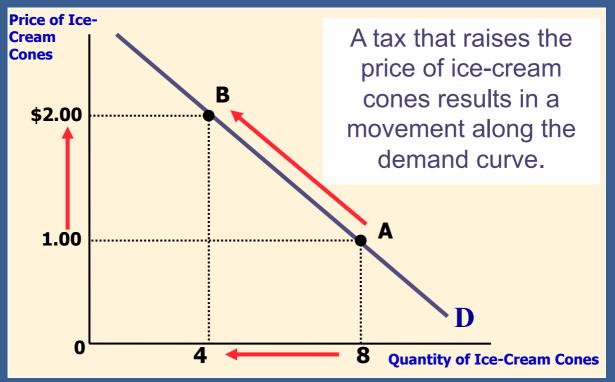
#### Market Demand versus Individual Demand

- Market demand refers to the sum of all individual demands for a particular good or service.
- Graphically, individual demand curves are summed horizontally to obtain the market demand curve.

- Change in Quantity Demanded
  - Movement along the demand curve.
  - Caused by a change in the price of the product.

Copyright © 2004 South-Western

# Changes in Quantity Demanded



Copyright © 2004 South-Western

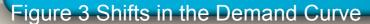
- Consumer income
- Prices of related goods
- Tastes
- Expectations
- Number of buyers

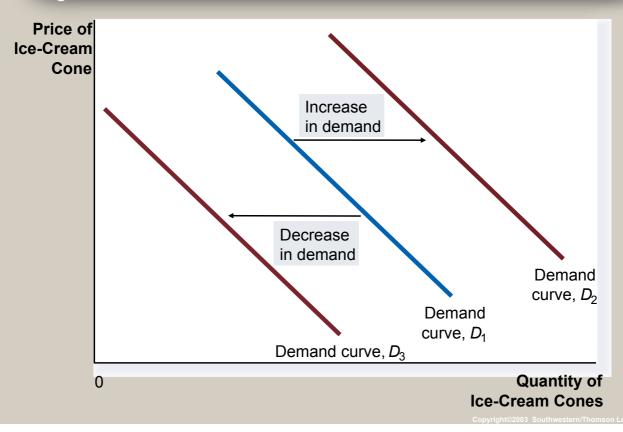


Copyright © 2004 South-Western

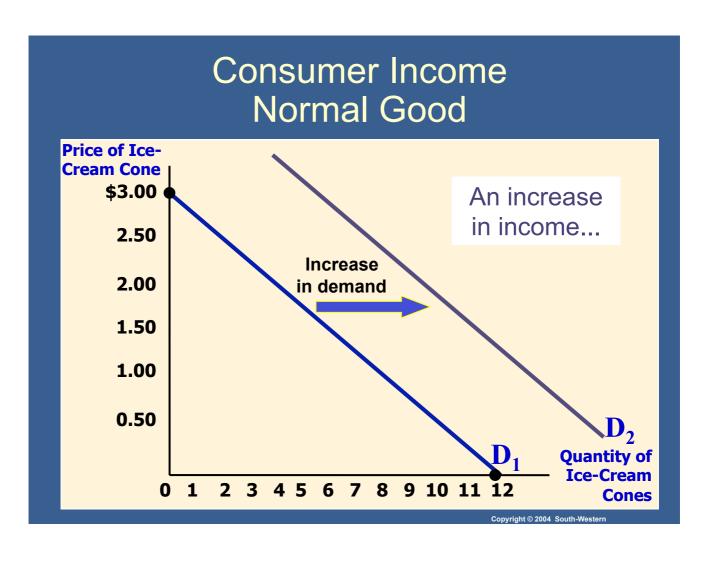
#### Shifts in the Demand Curve

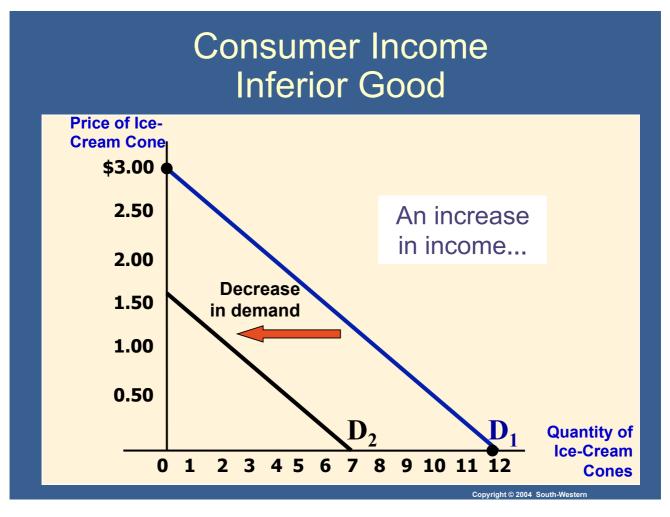
- Change in Demand
  - A shift in the demand curve, either to the left or right.
  - Caused by any change that alters the quantity demanded at every price.





- Consumer Income
  - As income increases the demand for a *normal good* will increase.
  - As income increases the demand for an *inferior good* will decrease.





- Prices of Related Goods
  - When a fall in the price of one good reduces the demand for another good, the two goods are called *substitutes*.
  - When a fall in the price of one good increases the demand for another good, the two goods are called *complements*.

Copyright © 2004 South-Western

### Table 1 Variables That Influence Buyers

Variable	A Change in This Variable
Price	Represents a movement along the demand curve
Income	Shifts the demand curve
Prices of related goods	Shifts the demand curve
Tastes	Shifts the demand curve
Expectations	Shifts the demand curve
Number of buyers	Shifts the demand curve

#### **SUPPLY**

- *Quantity supplied* is the amount of a good that sellers are willing and able to sell.
- Law of Supply
  - The *law of supply* states that, other things equal, the quantity supplied of a good rises when the price of the good rises.

Copyright © 2004 South-Western

# The Supply Curve: The Relationship between Price and Quantity Supplied

- Supply Schedule
  - The *supply schedule* is a table that shows the relationship between the price of the good and the quantity supplied.

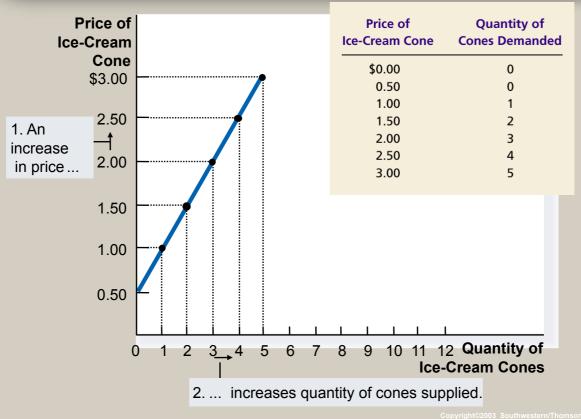
# Ben's Supply Schedule

Price of Ice-Cream Cone	Quantity of Cones Demanded
\$0.00	0
0.50	0
1.00	1
1.50	2
2.00	3
2.50	4
3.00	5
	Copyright © 2004 South-Western

# The Supply Curve: The Relationship between Price and Quantity Supplied

- Supply Curve
  - The *supply curve* is the graph of the relationship between the price of a good and the quantity supplied.





#### Market Supply versus Individual Supply

- Market supply refers to the sum of all individual supplies for all sellers of a particular good or service.
- Graphically, individual supply curves are summed horizontally to obtain the market supply curve.

## Shifts in the Supply Curve

- Input prices
- Technology
- Expectations
- Number of sellers

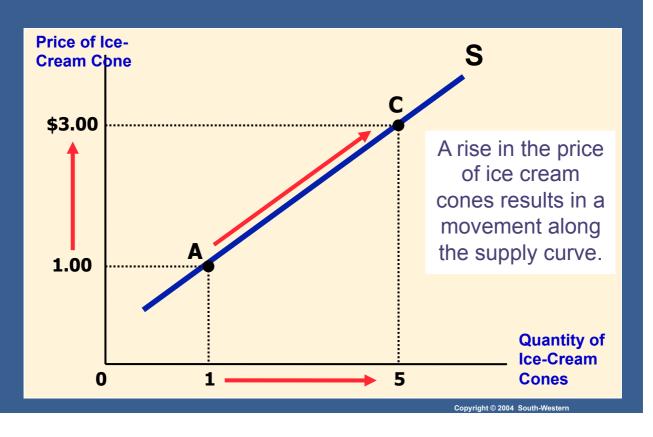


Copyright © 2004 South-Western

#### Shifts in the Supply Curve

- Change in Quantity Supplied
  - Movement along the supply curve.
  - Caused by a change in anything that alters the quantity supplied at each price.

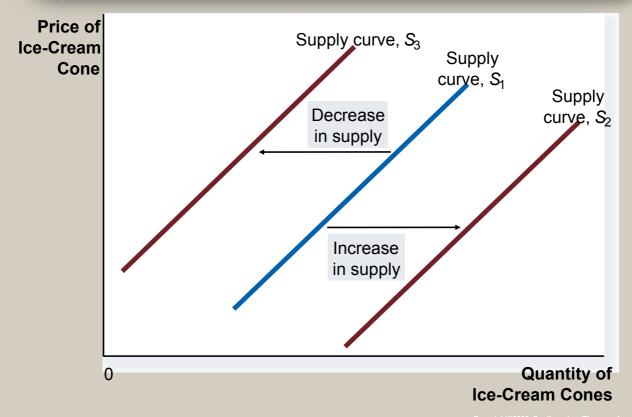
# Change in Quantity Supplied



#### Shifts in the Supply Curve

- Change in Supply
  - A shift in the supply curve, either to the left or right.
  - Caused by a change in a determinant other than price.





#### Table 2 Variables That Influence Sellers

Variable	A Change in This Variable	
Price	Represents a movement along the supply curve	
Input prices	Shifts the supply curve	
Technology	Shifts the supply curve	
Expectations	Shifts the supply curve	
Number of sellers	Shifts the supply curve	

## SUPPLY AND DEMAND TOGETHER

• *Equilibrium* refers to a situation in which the price has reached the level where quantity supplied equals quantity demanded.

Copyright © 2004 South-Western

## SUPPLY AND DEMAND TOGETHER

- Equilibrium Price
  - The price that balances quantity supplied and quantity demanded.
  - On a graph, it is the price at which the supply and demand curves intersect.
- Equilibrium Quantity
  - The quantity supplied and the quantity demanded at the equilibrium price.
  - On a graph it is the quantity at which the supply and demand curves intersect.

# SUPPLY AND DEMAND TOGETHER

# Demand Schedule Price of Ice-Cream Cone Market \$0.00 19 0.50 16 1.00 13 1.50 10 2.00 7 2.50 4 3.00 1

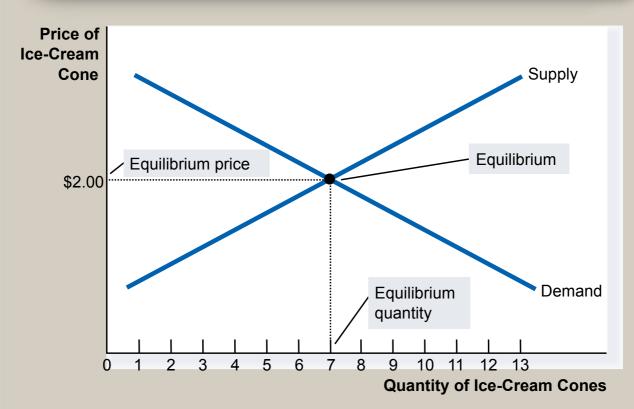
#### **Supply Schedule**

Price of Ice-Cream Cone	Market
\$0.00	0
0.50	0
1.00	1
1.50	4
2.00	7
2.50	10
3.00	13

At \$2.00, the quantity demanded is equal to the quantity supplied!

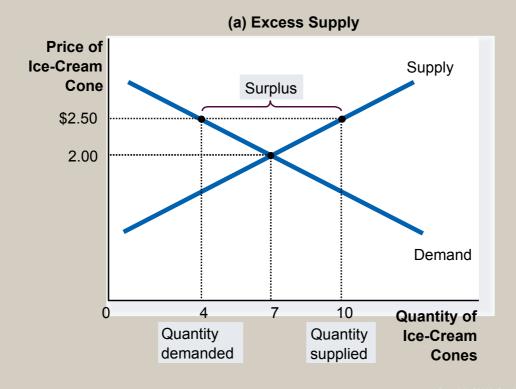
Copyright © 2004 South-Western





Copyright©2003 Southwestern/Thomson Learning

#### Figure 9 Markets Not in Equilibrium



#### Equilibrium

- Surplus
  - When price > equilibrium price, then quantity supplied > quantity demanded.
    - There is excess supply or a surplus.
    - Suppliers will lower the price to increase sales, thereby moving toward equilibrium.

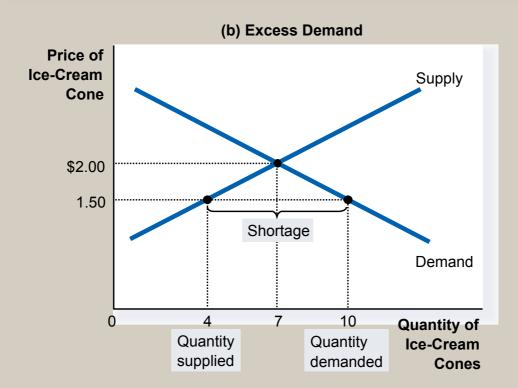
#### Equilibrium

#### Shortage

- When price < equilibrium price, then quantity demanded > the quantity supplied.
  - There is excess demand or a shortage.
  - Suppliers will raise the price due to too many buyers chasing too few goods, thereby moving toward equilibrium.

Copyright © 2004 South-Western

#### Figure 9 Markets Not in Equilibrium



Copyright©2003 Southwestern/Thomson Learnin

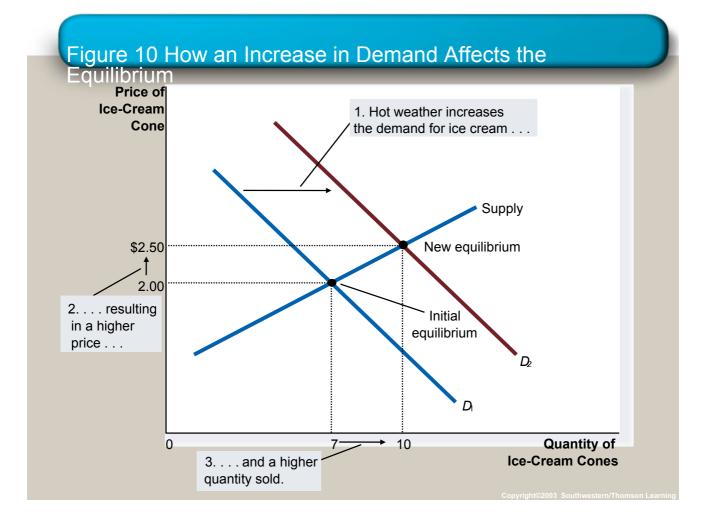
#### Equilibrium

- Law of supply and demand
  - The claim that the price of any good adjusts to bring the quantity supplied and the quantity demanded for that good into balance.

Copyright © 2004 South-Western

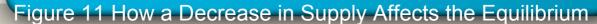
# Three Steps to Analyzing Changes in Equilibrium

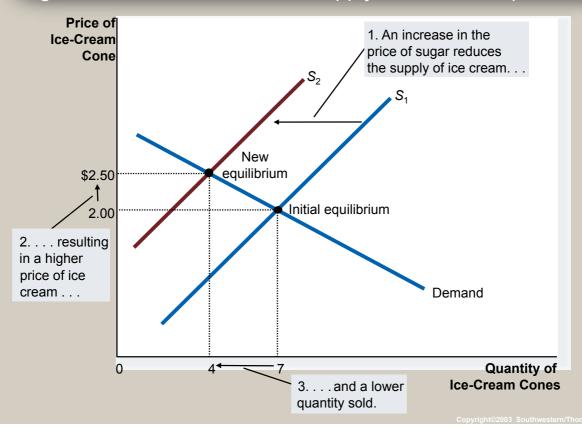
- Decide whether the event shifts the supply or demand curve (or both).
- Decide whether the curve(s) shift(s) to the left or to the right.
- Use the supply-and-demand diagram to see how the shift affects equilibrium price and quantity.



# Three Steps to Analyzing Changes in Equilibrium

- Shifts in Curves versus Movements along Curves
  - A shift in the supply curve is called a change in supply.
  - A movement along a fixed supply curve is called a change in quantity supplied.
  - A shift in the demand curve is called a change in demand.
  - A movement along a fixed demand curve is called a change in quantity demanded.





## Summary

- Economists use the model of supply and demand to analyze competitive markets.
- In a competitive market, there are many buyers and sellers, each of whom has little or no influence on the market price.

### **Summary**

- The demand curve shows how the quantity of a good depends upon the price.
  - According to the law of demand, as the price of a good falls, the quantity demanded rises. Therefore, the demand curve slopes downward.
  - In addition to price, other determinants of how much consumers want to buy include income, the prices of complements and substitutes, tastes, expectations, and the number of buyers.
  - If one of these factors changes, the demand curve shifts.

Copyright © 2004 South-Western

## Summary

- The supply curve shows how the quantity of a good supplied depends upon the price.
  - According to the law of supply, as the price of a good rises, the quantity supplied rises. Therefore, the supply curve slopes upward.
  - In addition to price, other determinants of how much producers want to sell include input prices, technology, expectations, and the number of sellers.
  - If one of these factors changes, the supply curve shifts.

### Summary

- Market equilibrium is determined by the intersection of the supply and demand curves.
- At the equilibrium price, the quantity demanded equals the quantity supplied.
- The behavior of buyers and sellers naturally drives markets toward their equilibrium.

Copyright © 2004 South-Western

# Summary

- To analyze how any event influences a market, we use the supply-and-demand diagram to examine how the even affects the equilibrium price and quantity.
- In market economies, prices are the signals that guide economic decisions and thereby allocate resources.