

Implementing the estimation method from “Estimating Demand Elasticities Using Nonlinear Pricing”

Recall, you are trying to replicate empirically this equation:

$$h_i = G(p_i, \theta_i)$$

You need these variables from your dataset:

- *expend* - Final yearly expenditures for each individual, the h_i from above.
- *deduct* - Level of the deductible, where the marginal price p_i changes
- *dummyside* - dummy identifying the estimation window of interest. Equal to 0 if *expend* is less than the deductible, equal to 1 if *expend* is greater than or equal to the deductible (so 0=“L” and 1=“R”) Missing if the observation is not in the estimation window of interest (though your kernel will take care of this anyway).

Steps:

1. Calculate θ_i
 - The θ_i variable is the percentile of the expenditure within the window.
 - Use the Stata command:
`xtile theta = expend if dummyside!=. , nquantiles(100)`
2. Download locpolyslope command
 - Stata 11 and 12 have a command lpoly for local polynomial regression. However this command does not report both the constant and the slope coefficients. I have modified an earlier version of this command to also report the slope coefficients.
 - Download the file called **locpolyslope.ado** to report slope coefficients. Usually this means dropping locpolyslope.ado into your “C:/ado/personal” folder to make Stata recognize this command. locpolyslope uses most of the same options as lpoly.
3. Calculate the slopes $b_L(\theta)$ and $b_R(\theta)$

Recall, we are estimating a local linear regression for both sides of the nonlinearity:

$$\min_{a_L, b_L} \sum_{\theta_i < \bar{\theta}} \omega(\theta_i) (h_i - a_L(\theta) - b_L(\theta)(\theta_i - \theta_0))^2$$

- Run the local linear regression on both sides of the nonlinearity separately.

- Use the Stata commands:

```
locpolyslope expend theta if dummyside == 0, adoonly degree(1) n(#)
width(#) generate(xvar0 yvar0 slopevar0)
```

```
locpolyslope expend theta if dummyside == 1, adoonly degree(1) n(#)
width(#) generate (xvar1 yvar1 slopevar1)
```

where $n(\#)$ is the number of points over which you choose to run the llr, and $width(\#)$ is the bandwidth you choose. $slopevar0$ is $b_L(\theta)$ and $slopevar1$ is $b_R(\theta)$. You now have three column variables of size $n(\#)$ for each side, the first being the theta smoothing observations $xvar$, the second is the smoothed points $yvar$, and the last is the slope $slopevar$.

4. Plug all estimated values into the elasticity equation.

Recall, the elasticity, η , at the nonlinearity is:

$$\eta = [b_L(\bar{\theta}) - b_R(\bar{\theta})] \cdot \frac{\bar{\theta}}{\bar{h}}$$

- $\bar{\theta}$ is the value of theta at the nonlinearity - the value in between the last $xvar0$ value and the first $xvar1$ value.
- $b_L(\bar{\theta})$ is the last value of $slopevar0$.
- $b_R(\bar{\theta})$ is the first value of $slopevar1$
- \bar{h} is the value of the nonlinearity (i.e. the amount of the deductible)