

current period demand is characterized by $\alpha = 1$, but starting from the following period demand is characterized by $\alpha = \theta$ in each of the following periods. All the players know exactly the evolution of the demand state at the beginning of the game. Firms have the same common discount factor, δ .

- (a) What is the Nash equilibrium of the stage game?
- (b) Assume $\theta > 1$ and consider the following strategies. Each firm plays the monopoly price p_m in the first period of the game and continues to charge such a price until a profit equal to zero is observed. When this occurs, each firm charges a price equal to zero forever. Under which conditions is this profile of strategies a subgame-perfect equilibrium? In particular, show how θ and n affect such a condition, and give an economic intuition for this result.
- (c) Can other prices be sustained at equilibrium under strategies similar to the ones above? Under which condition?
- (d) Assume now $\theta < 1$, and find the conditions under which the profile of strategies delineated above represent an equilibrium.