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# MODELING FLEXIBLE BENEFIT SELECTION 

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#### Abstract

A mathematical framework for benefits and choices must be created, in order to model benefit selection. This paper creates such a framework by defining benefit plans as reimbursement functions. These are then used with a defined choice function to calculate the cost deviation due to selection. Finally, utility functions can be applied to this framework, to predict choice.


## I. INTRODUCTION

The problem of selection has been recognized by actuaries since the early days of the profession, and has been a continuing concern since then. Highan [14] in 1851, for example, authored an article in the first volume of the Journal of the Institute, entitled "On the Value of Selection as exercised by the Policy-holder against the Company." Similarly, McClintock [19] in 1892, in an early volume of the Transactions of the Actuarial Society of America, published an actuarial essay "On the Effect of Selection."

During the early periods, the analysis was primarily descriptive, and concerned with identifying situations conducive to adverse selection and the associated hazards. In recent years, the emphasis has changed towards an attempt to model the selection process and an analysis of the sensitivity of those models. Morcover, while the initial concem was raised by actuaries in the context of insurance, it has come to be recognized as an issue common to a number of commodities, and, as such, has become an important field of study in economics.

A number of issues have emerged. The optimal form of an insurance contract for a riskadverse insured was studied by Borch [5], Arrow [2], Raviv [22], Bühlmann and Jewell [7] and Blazendo [4]. Models which addressed the difficulty created by asymmetric market information regarding the riskiness of the insured where developed by Akerlof [1]), Rothchild and Stiglitz [23], Wilson [25], Miyazaki [20], and Spence [24]. Still others have studied the role of wealth in this decision process. These have included Gould [13] who concluded that it was not appropriate to consider demand without regard for the wealth position of the individual, Mayers and Smith [18], and Doherty and Schlesinger [11], who showed how assets correlate with the demand for insurance.

This paper extends the analysis by dealing with some of the statistical aspects of choice in benefit plans. Although the techniques presented could be used for any choice in insurance plans the focus will be on group health benefit plans. By group health benefit plan we will mean a system in which the members of a group are eligible to receive insurance benefits for some part of the cost of their (and sometimes their family's) medical care. The insurance benefits may require the payment of premiums. Generally the particular plan of benefits and premiums
are unique to each group. The group is usually formed for some other purpose than the insurance coverage. The most common groups are the employees of a single employer.

Most of the remarks will deal with the traditional health insurance indemnity plans in which the group members obtain health care from licensed health care providers and then are reimbursed for a portion of the charges made by these providers. Some benefit plans include a provision for an employee choice between more than one formula for the amount of reimbursement. The employee may be required to contribute different premiums for each option.

Employee choice in group health benefits has only started to become popular in the last 5 or 10 years in the United States. Of course, trivially, most plans have always allowed the choice of rejecting the coverage if the employee is required to pay premiums for the coverage. Thus, there is a choice between the benefit plan and a null plan.

## II. REIMBURSEMENT

Before we can write some expressions for the effects of selection or predict it we need to express the whole set of choices and outcomes in a functional and probabilistic setting.

Let the random variable X be the covered charges for an individual during a period, usually one year. Assume that X is a one dimensional positive random variable.

We define the notation: $x^{+}=\max \{0, \mathrm{x}\}= \begin{cases}0 & x<0 \\ x & x \geq 0\end{cases}$
Let $\mathrm{r}(\mathrm{X})$ be the amount of reimbursement in a benefit plan for covered charges equal to $X$, where $r$ is a function called here a reimbusement function. Note that we are assuming that the amount of reimbursement is determined only by the total of covered charges during the year and not by when the services were performed or by which providers.

Although any function $r$ could be a reimbursement function we note that they generally have the following properties:
I. They are continuous: $\lim _{x \rightarrow a} r(x)=r(a)$;
II. They are nondecreasing: $x>y \Rightarrow r(x) \geq r(y)$;
III. $\quad x>y \Rightarrow r(x)-r(y) \leq x-y$; and
IV. $\quad r(0)=0$

Property I says that the amount reimbursed cannot vary too much for small changes in covered charges. Property II says that as the covered charges increase the reimbursement cannot decrease. Property III says that amount of reimbursement cannot increase faster than covered charges. Property IV says that there is no reimbursement when there are no covered charges. Example 2.1

The reimbursement function can be the identity function: $\mathrm{r}(\mathrm{x})=\mathrm{x}$. This is full reimbursement for all covered charges.

## Example 2.2

The reimbursement function can be identically equal to zero: $\mathrm{r}(\mathrm{x})=0$ for all x . This
is the case of no benefits.

## Example 2.3

For a given fixed constant d,

$$
\mathrm{r}(\mathrm{x})=(\mathrm{x}-\mathrm{d})^{+}= \begin{cases}0 & x \leq d \\ x-d & x>d\end{cases}
$$

This is called full coverage after a deductible. The constant d is the deductible.

## Example 2.4

For a constant $\mathrm{c}, 0<\mathrm{c}<1, \mathrm{r}(\mathrm{x})=\mathrm{cx}$. The constant is called the coinsurance rate.

## Example 2.5

We can have both a deductible and coinsurance (a combination of examples 2.3 and 2.4):

## Example 2.6

There can be a limit on the coinsurance of example 2.4. For constant $L>0$ and $c$, $0<c<1:^{1}$

$$
\mathrm{r}(\mathrm{x})=\mathrm{cx}+[(1-\mathrm{c}) \mathrm{x}-\mathrm{L}]^{+}= \begin{cases}c x & x<L /(1-c) \\ x-L & x \geq L /(1-c)\end{cases}
$$

Here $L$ is known as the coinsurance limit. Note that $L$ is not the amount of covered charges that has to be reached before full reimbursement but rather is the maximum that is not reimbursed.

## Example 2.7

Examples 5 and 6 can be combined to get a plan with deductible, coinsurance, and coinsurance limit.

$$
\mathrm{r}(\mathrm{x})=\mathrm{c}(\mathrm{x}-\mathrm{d})^{+}+[(1-\mathrm{c})(\mathrm{x}-\mathrm{d})-\mathrm{L}]^{+}= \begin{cases}0 & x<d \\ c(x-d) & d \leq x<L /(1-c)+d \\ x-d-L & L /(1-c)+d \leq x\end{cases}
$$

In this case $\mathrm{L}+\mathrm{d}$ is sometimes called the out-of-pocket limit.

## Example 2.8

Often there is an overall individual annual benefit maximum. For a constant $M$ :

$$
\mathrm{r}(\mathrm{x})=\min \{\mathrm{x}, \mathrm{M}\}= \begin{cases}x & x<M \\ M & x \geq M\end{cases}
$$

## Example 2.9

There can be the combination of examples 2.7 and 2.8 . This would be a plan with deductible, coinsurance, coinsurance maximum, and overall annual maximum:

$$
r(x)=\min \left\{c(x-d)^{+}+[(1-c)(x-d)-L]^{*}, M\right\}=\left\{\begin{array}{ll}
0 & x<d \\
c(x-d) & d \leq x<L /(1-c)+d \\
x-d-L & L /(1-c)+d \leq x<M+d+L \\
M & M+d+L \leq x
\end{array} .\right.
$$

[^0]For this example we will define the intervals: $B=[d, L(1-c)+d), C=[L(1-c)+d, M+d+L)$, and $\mathrm{D}=[\mathrm{M}+\mathrm{d}+\mathrm{L}, \infty)$. Even though this looks rather complicated, this is often just called a comprehensive major medical plan of benefits. Of course, examples 2.1 through 2.8 can be treated as special cases of this example 2.9. All of the r's in examples 2.1 through 2.9 satisfy the properties I through IV above.

Table 1 illustrates some sample $r$ 's. $r_{1}$ is a very rich plan. $r_{2}$ reimburses less and $r_{3}$ is a cheap plan. $r_{4}$ is the null or 0 reimbursement of example 2.2 and $r_{5}$ is the full reimbursement of example 2.1.

## Example 2.10

Assume that the random variable X has the discrete distribution:
$\operatorname{Pr}\{X=k s\}=p_{k}$ for $k=0,1,2, \ldots$ and a constant $s$ called the unit or span. ${ }^{2}$
Of course, $\sum_{k=0}^{\infty} P_{k}=1$. Using the $r$ 's of example 2.9, we can calculate some values:

$$
\begin{aligned}
& E[r(X)]=\sum_{k \in B} c(k s-d) p_{k}+\sum_{k \in C}(k s-d-L) p_{k}+\sum_{k \in D} M p_{k}, \\
& E\left[r^{2}(X)\right]=\sum_{k \in B} c^{2}(k s-d)^{2} p_{k}+\sum_{v \in C}(k s-d-L)^{2} p_{k}+\sum_{k \in D} M^{2} p_{k},
\end{aligned}
$$

and

$$
\operatorname{Var}[r(X)]=E\left[r^{2}(X)\right]-E^{2}[r(X)] .
$$

Where we have used the notation: $\mathrm{r}^{2}(\mathrm{X})=[\mathrm{r}(\mathrm{X})]^{2}$ or $\mathrm{E}^{2}(\mathrm{X})=[\mathrm{E}(\mathrm{X})]^{2}$.
Table 2 shows an example of such a distribution. This distribution was based on some data obtained from Health Care Service Corp. (Blue Cross Blue Shield of Illinois).

Table 3 shows the expectation and variance of the 5 reimbursements ofexample 2.9 when using this distribution, with $\mathbf{s}=\$ 1,000$.

## Example 2.11

Similarly, let $X$ have the mixed distribution where $\operatorname{Pr}\{X=0\}=p_{0}$ and $\operatorname{Pr}\{a<x \leq b\}=\int_{a}^{b} f(t) d t$ for $a \geq 0$ and a density function f such that $\int_{0}^{\infty} f(t) d t=1-p_{0}$. See Hogg and Klugman [15, page 50] for a discussion of mixed distributions. Again, assuming the $\psi$ of example 2.9 , we have the values,
and

$$
E[r(X)]=\int_{E} c(t-d) f(t) d t+\int_{c}(t-d-L) f(t) d t+\int_{D} M f(t) d t
$$

$$
E\left[r^{2}(X)\right]=\int_{B} c^{2}(t-d)^{2} f(t) d t+\int_{c}(t-d-L)^{2} f(t) d t+\int_{D} M^{2} f(t) d t
$$

Table 3 also shows a calculation of these values using the Pareto distribution with the same mean and variance as the discrete distribution and $p_{0}=0$. The Pareto distribution is discussed in [9] and [15]. It is often used for claim size distributions. The Pareto has density: $f(x)=$ $\alpha \lambda^{\alpha}(\lambda+x)^{\alpha-1}$ and expectation of $\lambda /(\alpha-1)$.

[^1]
## II. COST DEVIATIONS DUE TO SELECTION

We assume that a group is composed of $m$ individuals, $m \geq 1$. The covered charges for individual $i$ will be denoted with the positive random variable $\mathrm{X}_{\mathrm{i}}, 1 \leq \mathrm{i} \leq \mathrm{m}$. Now assume that each individual is given a choice at the beginning of the year between $n$ reimbursement functions: $r_{1}(x), \ldots, r_{p}(x)$. In order to avoid long subscripts we will write $r_{j}(x)=r(j, x), 1 \leq j \leq n$. We define the "mean group reimbursement at $r_{j}$ " as the random variable

$$
\Psi(j)=\frac{1}{m} \sum_{i=1}^{m} r\left(j, X_{j}\right)
$$

In the prechoice environment, insurers have been estimating $E\left(\Psi_{j}\right)$ by using relatively complicated manual rating formulas that take into account the characteristics of the group, the individuals in the group, and $r_{j}$. The formulas are complicated because they must reflect the deductible, the coinsurance, and so on. ${ }^{3}$ Incidentally, insurer's will often use the group's experience to estimate $\mathrm{E}\left(\mathbf{\Psi}_{\mathbf{j}}\right)$.

Assume that the i -th member of the group, $1 \leq \mathrm{i} \leq \mathrm{m}$, chooses reimbursement level $\chi(i), 1 \leq \chi(i) \leq n$. Thus $\chi(i)$ is a function $\chi:\{1,2, \ldots, m\} \rightarrow\{1,2, \ldots, n\}$ called the choice function. Also, we define $\mathrm{P}(\mathrm{j}), 1 \leq \mathrm{j} \leq \mathrm{n}$ as the annual premium payable by an individual for reimbursement j . The total reimbursement to the group $R=\sum_{i=1}^{m} r\left(x(i), X_{i}\right)$, the total premiums paid $P=\sum_{i=1}^{\boldsymbol{m}} P(x(i))$, and $G=P-R=\sum_{i=1}^{m}[P(\chi(i))-r(x(i), X)]$ is the insurer's gain.

## EXAMPLE 3.1

We have a set of $X_{i}, 1 \leq i \leq m$, mutually independent and identically distributed as in example 2.10. The set of functions $r_{j}(x)=r(j, x), 1 \leq j \leq n$, are as in example 2.9 where $d(j)$, $\mathrm{c}(\mathrm{j}), \mathrm{L}(\mathrm{j})$ and $\mathrm{M}(\mathrm{j})$ correspond to $\mathrm{r}_{\mathrm{j}}$ and therefore we have the intervals $\mathrm{B}(\mathrm{j}), \mathrm{C}(\mathrm{j})$ and $\mathrm{D}(\mathrm{j})$. For a choice function $\chi$, we can calculate the values:

$$
\begin{aligned}
E\left[r\left(\chi(i), X_{i}\right)\right] & =\sum_{v \in \Sigma_{\chi(i)}} c(\chi(i))[k s-d(\chi(i))] p_{k}+\sum_{k \in \mathcal{O}_{\chi(i)}}[k s-d(\chi(i))-L(\chi(i))] p_{k} \\
& +\sum_{k \in D_{\chi(i)}} M(\chi(i)) p_{k}
\end{aligned}
$$

and

$$
\begin{aligned}
E\left[r^{2}\left(\chi(i), X_{i}\right)\right]= & \sum_{\Delta \in B(x(i))} c^{2}(\chi(i))[k s-d(\chi(i))]^{2} p_{k}+\sum_{\Delta \in Q x(i))}[k s-d(\chi(i))-L(\chi(i))]^{2} p_{k} \\
& +\sum_{\Delta \in D(x(i)} M^{2}(\chi(i)) p_{k} .
\end{aligned}
$$

From these we can then calculate:

[^2]\[

$$
\begin{aligned}
E[R] & =\sum_{i=1}^{m} E\left[几\left(x(i), X_{i}\right)\right] \\
\operatorname{Var}[R] & =\sum_{i=1}^{m} \operatorname{Var}\left[r\left(x(i), X_{i}\right)\right],
\end{aligned}
$$
\]

(given a set of $P_{i}$ 's) $E[G]$, and $\operatorname{Var}[G]$.

## Example 3.2

We can let the $X_{i}$ have the distribution of example, 2.11. We can also have the reimbursements $r_{j}$ 's and the choice function $\chi(i)$ of example 3.1. Then:

$$
\begin{aligned}
E\left[r\left(\chi(i), X_{i}\right)\right] & =\int_{\mathbb{D u x}^{(i)}} c(\chi(i))[t-d(\chi(i))] f(t) d t+\int_{C_{\chi(i)}(i)}[t-d(\chi(i))-L(\chi(i))] f(t) d t \\
& +\int_{D(x(i)} M(\chi(i)) f(t) d t
\end{aligned}
$$

and

$$
\begin{aligned}
E\left[r^{2}\left(\chi(i), X_{i}\right)\right]= & \int_{B \in(i)} c^{2}(\chi(i))[t-d(\chi(i))]^{2} f(t) d t+\int_{C_{x(i)}}[t-d(\chi(i))-L(\chi(i))]^{2} f(t) d t \\
& +\int_{D(x(i)} M^{2}(\chi(i)) f(t) d t
\end{aligned}
$$

The expressions for $\operatorname{Var}\left[\mathrm{r}\left(\chi(\mathrm{i}), \mathrm{X}_{\mathrm{i}}\right], \mathrm{E}[\mathrm{R}], \operatorname{Var}[\mathrm{R}], \mathrm{E}[\mathrm{G}]\right.$, and $\operatorname{Var}[\mathrm{G}]$ are the same as in example 3.1.

Now we define the "cost deviation due to selection", a random variable for a group with $m$ individuals as:

$$
\begin{gathered}
A=R-\sum_{i=1}^{m} \Psi[x(i)] \\
=\sum_{i=1}^{m} r\left(\chi(i), X_{i}\right)-\sum_{i=1}^{m}\left[\frac{1}{m} \sum_{k=1}^{m} r\left(x(i), X_{k}\right)\right] .
\end{gathered}
$$

This is called the cost deviation due to selection because $\mathbf{A}$ is equal to the deviation in the reimbursement due to the choice $x$. Since

$$
R=A+\sum_{i=1}^{m} \Psi[x(i)],
$$

and

$$
E[R]=E[A]+E\left[\frac{1}{m} \sum_{i=1}^{m} \Psi[\chi(i)]\right]=E[A]+\frac{1}{m} \sum_{i=1}^{m} E[\Psi(\chi(i))] .
$$

the problem of estimating $E[R]$ is reduced to estimating $E[A]$ and using the traditional rating techniques (e.g. manual rates as discussed above) for $E[\Psi(\chi(i))]$ in the second term.

Here are some of the properties of A (proofs omitted):
I. A is exactly equal to the amount that the actual reimbursement exceeds what the reimbursement would have been if each individual was reimbursed at the mean rate for the group. That is, if we define the mean reimbursement for the group

$$
\bar{r}(x)=\frac{1}{m} \sum_{k=1}^{m} r(x(k), x)
$$

then

$$
A=\sum_{i=1}^{m}\left[r\left(x(i), X_{i}\right)-\bar{r}\left(X_{i}\right)\right]=\sum_{i=1}^{m} A(i)
$$

for

$$
A(i)=r\left(x(i), X_{i}\right)-\bar{r}\left(X_{i}\right)
$$

II. If the $X_{i}$ are identically distributed then $E(A)=0$.
III. If $\chi$ is a constant, $\chi(1)=\chi(2)=\ldots=\chi(\mathrm{m})$, then $\mathrm{A}=0$.
IV. Often the insurer sets $P(i)=E[\Psi(i)]$. In which case $E(G)=-E(A)$.
V. If the values of $\chi$ ( $i$ ) are treated as random variables, that are independent of the $X_{i}$, then $E(A)=0$.

## Example 3.3

Table 4, presents a hypothetical group with $m=100$. Shown for each individual is $E\left(X_{i}\right)$ and the choice $\chi(\mathrm{i})$. Here $\mathrm{n}=4$ and the four choices are \#1 through \#4 of example 2.9. Table 5 shows the expectations and variances of $\Psi(\mathrm{j})(1 \leq \mathrm{j} \leq 4), \mathrm{R} / \mathrm{m}$, and $\mathrm{A} / \mathrm{m}$. These have been calculated under the two assumptions: 1) Each $X_{\text {, h }}$ has the distribution of example 2.10 with $s=E\left(X_{i}\right) / 1433.67$, and 2) Each $X_{i}$ has the distribution of example 2.11 (table 3, Pareto) with $\lambda=E\left(X_{j}\right)(1.15738)$. This value of $\lambda$ will give a Pareto distribution with the required expectation.

Table 4 also shows for each individual in the group an example outcome of values for $\mathrm{X}_{\mathrm{i}}$, the corresponding values of $r\left(i, X_{i}\right)$ for $j=1,2$, and 3 , and the value of $A(i)$. Thus there were covered charges of $\$ 153,970$ (compare to the expected value of 141,360 ), reimbursements R of $\$ 129,546$ and A of $\$ 30,007$.

The values of $\mathrm{E}\left(\mathrm{X}_{\mathrm{i}}\right)$ can be thought of as the expected covered charges due to known (to the insurer) characteristics of the individuals in the group, such as their ages. In such case $\mathrm{E}(\mathrm{A})$ can be thought of as the expected cost deviation due to demographic selection. If the actual value of A greatly exceeds this $\mathrm{E}(\mathrm{A})$, then the insurer might wonder if the individuals knew more about their health status and used this knowledge to antiselect. We can approximate the probability that a value of $A$ was realized randomly by using $E(A)$ and $\operatorname{Var}(A)$ with the normal approximation.

## IV. PRIOR YEAR'S CHARGES

Let us assume that each individual has a, possible unknown, parameter for the distribution of his covered charges. We will call this parameter $y=\{y(i) \mid 1 \leq i \leq m\}$ where $y(i)$ pertains to individual i. Note that the $y$ (i)'s could themselves be treated as realizations of random variables $Y(i)$ 's and may be multidimensional. In any case, if we knew the values of the $y(i)$ 's we could calculate $E[A \mid y]$. Since there is generally a correlation between successive
years' charges, we could take a set of $y(i)$ 's to be each individual's prior year's charges. ${ }^{4}$

## Example 4.1

Table 6 expands table 4. The values that were previously called $X_{i}$ are now taken to represent last year's claims and are identified as $y(i)$. Table 6 also shows a value of $\mathrm{E}\left[\mathrm{X}_{\mathrm{i}} \mid \mathrm{Y}_{\mathrm{i}}=\mathrm{y}(\mathrm{i})\right]$. Here we have set $\mathrm{E}\left[\mathrm{X}_{\mathrm{i}} \mid \mathrm{y}(\mathrm{i})\right]=.75 \mathrm{E}\left[\mathrm{X}_{\mathrm{i}}\right]+.25 \mathrm{y}(\mathrm{i})$. Table 7 shows the $E[\Psi(j) \mid y],(1 \leq j \leq 5), \operatorname{Var}[\Psi(j) \mid y], E[R / m \mid y], \operatorname{Var}[R / m \mid y], E[A / m \mid y]$ and $\operatorname{Var}[A / m \mid y]$. These are computed using the two assumptions of example 3.3. We have assumed that the $X_{i}$ always have the same distributions except for a scale change.

## Example 4.2

Very often the parameter $y$ would be unknown. If we assume that it is equal to the prior year's charges we could assume that each $y(i)$ has the distribution of $X_{i}$. If we set $E\left[X \mid Y_{i}=y(i)\right]$ $=.75 E\left[X_{i}\right]+25 y(i)$, then, we can calculate $E[R]=E[E(R \mid Y)]$ and $\operatorname{Var}[R]=\operatorname{Var}[E(R \mid Y)]$ $+\mathrm{E}[\operatorname{Var}(\mathrm{R} \mid \mathrm{Y})]$. The calculations involved are long and tedious so no example values have been calculated. A Monte Carlo simulation technique could be used instead.

## V. PREDICTING CHOICE

In order to predict employee choice we assume that each of the individuals, $\mathrm{i}(1 \leq \mathrm{i} \leq \mathrm{m})$ has a utility function $u_{i}(w)$ for wealth $w \geq 0 .^{5}$ Now we assume that each individual will select the reimbursement that maximizes his expected utility. That is, if each individual's initial wealth is $w(i)$ and there exists a $1 \leq k \leq n$ such that:

$$
E\left(u_{i}\left[w(i)-X_{i}+r\left(k, X_{i}\right)-P(k)\right]\right) \geq E\left(u_{i}\left[w(i)-X_{i}+r\left(j, X_{i}\right)-P(j)\right]\right)
$$

for every $\mathrm{j}, \mathrm{l} \leq \mathrm{j} \leq \mathrm{n}$, then $\chi(\mathrm{i})=\mathrm{k}$. Trivially, if there are two (or more) reimbursements for which the expected utility is equal and greater than all of the other reimbursements we will assume an arbitrary selection.

For simplicity we want to use the same form of a utility function for each individual. In order to model the actual situation we will need that each individual has a different aversion to risk. In order to do this we will select a utility function that is decreasingly risk averse. That is, the larger the individual's initial wealth the less risk averse he is. Common measures of risk aversion are the Arrow-Pratt ([2] and [21]) measures of absolute risk aversion and relative risk aversion: $\rho_{u}(w)=-u "(w) / u^{\prime}(w)$ and $\delta_{u}(w)=w \rho_{u}(w)$, respectively. ${ }^{6}$

[^3]
## Example 5.1

We can use the assumptions of example 3.3 with the choice depending on the utility function: $u_{i}(w)=\ln (w+a(i))$ for a positive constant a(i). This utility function is convenient because the property that almost any level of risk adverseness can be selected based on the size of the parameter a(i). ${ }^{7}$ Table 6 shows some sample values of a(i) for our sample group and the resulting choice in column (1) using the discrete distribution to calculate expectations. Note that we have slightly changed the reimbursements to not have a maximum M. The end of Table 6 summarizes the choices and Table 8 shows the calculated values. We have assumed that $P(j)$ $=E(\Psi(j)]$.

## Example 5.2

For this example, use the assumptions of example 4.1, with a fixed known parameter set $y(i)$, with the utility based choice of example 5.1. The calculated values are also shown in table 8.

Example 5.3
This is example 5.1, except we use the parameter adjusted discrete distribution of example 4.1 to calculate the expected utilities and determine the choices. The Table 6 shows the choices in column (2) and Table 8 shows the calculated values using the parameter adjusted distributions as in example 5.2. Note that the choices (2) has a larger E[A] then choices (1).

## Example 5.4

Here we combine example 4.4 with the utility function of example 5.1. Now that the choice is random, we could calculate, for each $i$ and $j, \operatorname{Pr}\{\chi(i)=j\}$. We define $N(j)$ as the number of individuals for whom $\chi(i)=j$. We could also calculate $E[N(j)], l \leq j \leq 4$.
Example 5.5
Let $S(j)=\{i: \chi(i)=j\}$. Then let

$$
P(j)=\frac{1}{N(j)} \sum_{i \in S)} r(y(i))
$$

in example 5.2. That is, we set the premiums for a reimbursement equal to the experience those that selected it (using the sample selection). The resulting choice (Table 6, column (3)) is much more heavily weighted towards the cheaper plans. This illustrates the selection spiral that can occur if premium rates are based only on the experience of those that choose a particular reimbursement plan.

## VI. CONCLUSION AND AREAS FOR FURTHER RESEARCH

The framework of this paper allows us to predict employee choice and cost deviations due to selection given any arbitrary combination of individual charge distributions, a set of reimbursement plans and their premiums, and a set of utility functions. Using this method various combinations of plans and premiums can be explored until the plan administrator can pick the combination that best fits the group's needs.

The calculations of examples 4.2 and 5.4 could be completed. A few more distributions

[^4]could be used to calculate the values. A term could be added to each reimbursement's wealth to model affinities that individuals may have for a particular plan. This might be used in the HMO choice, as individuals might prefer the traditional plan over the HMO so that they could continue with their current physicians.

The parameters of the utility function could be estimated from some actual choice data. These could then be used to predict actual past choices and then see how accurate the predictions were.

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Table 1 Some Sample Reimbursements Functions

| Reimbursenent \#: | 1 | 2 | 3 | 4 | 5 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| d (Deductible): | $\$ 100$ | $\$ 500$ | $\$ 1,000$ |  | 0 |
| c (Coinsurance): | $80 x$ | $80 \boldsymbol{x}$ | $75 x$ | $0 x$ | $100 x$ |
| L (coinsurance max): | $\$ 400$ | $\$ 1,000$ | $\$ 3,000$ |  |  |
| M (Maximum): | $1,000,000$ | $1,000,000$ | 500,000 |  | None |

Table 2 Sample Discrete Distribution
$s=1:$ Mean $=1.433$, Variance $=28.175$, Standard Deviation $=5.308$

| $\mathbf{k}$ | $p(k)$ | $k$ | $p(k)$ | $k$ | $p(k)$ | $k$ | $p(k)$ |
| ---: | :---: | ---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 0.600839 | 43 | 0.000139 | 85 | 0.000023 | 131 | 0.000005 |
| 1 | 0.212998 | 44 | 0.000126 | 86 | 0.000019 | 132 | 0.000004 |
| 2 | 0.057230 | 45 | 0.000097 | 87 | 0.000023 | 133 | 0.000005 |
| 3 | 0.033316 | 46 | 0.000082 | 88 | 0.000015 | 134 | 0.000003 |
| 4 | 0.022218 | 47 | 0.000136 | 89 | 0.000005 | 135 | 0.000003 |
| 5 | 0.015504 | 48 | 0.000107 | 90 | 0.000011 | 136 | 0.000008 |
| 6 | 0.011159 | 49 | 0.000095 | 91 | 0.000017 | 137 | 0.000009 |
| 7 | 0.008179 | 50 | 0.000048 | 92 | 0.000018 | 138 | 0.000009 |
| 8 | 0.006329 | 51 | 0.000060 | 93 | 0.000009 | 139 | 0.000003 |
| 9 | 0.004906 | 52 | 0.000077 | 94 | 0.000004 | 140 | 0.000002 |
| 10 | 0.003751 | 53 | 0.000098 | 95 | 0.000006 | 142 | 0.000005 |
| 11 | 0.002734 | 54 | 0.000077 | 96 | 0.000015 | 145 | 0.000001 |
| 12 | 0.002257 | 55 | 0.000044 | 97 | 0.000007 | 146 | 0.000005 |
| 13 | 0.001984 | 56 | 0.000050 | 98 | 0.000021 | 147 | 0.000006 |
| 14 | 0.001629 | 57 | 0.000067 | 99 | 0.000014 | 148 | 0.000005 |
| 15 | 0.001230 | 58 | 0.000092 | 100 | 0.000005 | 150 | 0.000004 |
| 16 | 0.001179 | 59 | 0.000066 | 101 | 0.000013 | 151 | 0.000005 |
| 17 | 0.001041 | 60 | 0.000055 | 102 | 0.000015 | 152 | 0.000004 |
| 18 | 0.000854 | 61 | 0.000024 | 103 | 0.000015 | 153 | 0.000003 |
| 19 | 0.000741 | 62 | 0.000033 | 104 | 0.000012 | 158 | 0.000001 |
| 20 | 0.000633 | 63 | 0.000027 | 105 | 0.000011 | 159 | 0.000016 |
| 21 | 0.000554 | 64 | 0.000031 | 106 | 0.000003 | 160 | 0.000006 |
| 22 | 0.000529 | 65 | 0.000041 | 107 | 0.000004 | 169 | 0.000001 |
| 23 | 0.000528 | 66 | 0.000036 | 108 | 0.000007 | 170 | 0.000004 |
| 24 | 0.000485 | 67 | 0.000043 | 111 | 0.000002 | 172 | 0.000004 |
| 25 | 0.000397 | 68 | 0.000041 | 112 | 0.000007 | 173 | 0.000007 |
| 26 | 0.000387 | 69 | 0.000046 | 113 | 0.000005 | 185 | 0.000003 |
| 27 | 0.000352 | 70 | 0.000038 | 114 | 0.000007 | 186 | 0.000002 |
| 28 | 0.000403 | 71 | 0.000010 | 115 | 0.000006 | 197 | 0.000006 |
| 29 | 0.000333 | 72 | 0.000017 | 116 | 0.000001 | 202 | 0.000003 |
| 30 | 0.000306 | 73 | 0.000029 | 117 | 0.000009 | 203 | 0.000003 |
| 31 | 0.000253 | 74 | 0.000033 | 118 | 0.000002 | 204 | 0.000004 |
| 32 | 0.000258 | 75 | 0.000012 | 119 | 0.000005 | 205 | 0.000001 |
| 33 | 0.000245 | 76 | 0.000011 | 120 | 0.000004 | 206 | 0.000005 |
| 34 | 0.000228 | 77 | 0.000014 | 1210.000005 | 245 | 0.000005 |  |
| 35 | 0.000204 | 78 | 0.000012 | 122 | 0.000010 | 263 | 0.000006 |
| 36 | 0.000231 | 79 | 0.000016 | 123 | 0.000004 | 285 | 0.000005 |
| 37 | 0.000193 | 80 | 0.000007 | 125 | 0.000002 | 292 | 0.000005 |
| 38 | 0.000172 | 81 | 0.000011 | 126 | 0.000003 | 323 | 0.000002 |
| 39 | 0.000177 | 82 | 0.000002 | 127 | 0.000005 | 324 | 0.000003 |
| 40 | 0.000133 | 83 | 0.000021 | 128 | 0.000013 | 519 | 0.000003 |
| 41 | 0.000121 | 84 | 0.000020 | 130 | 0.000005 | 520 | 0.000002 |
| 42 | 0.000136 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

Table 3 Calculation of Values for the Reimbursements

| Reimbursement \#: | 1 | 2 | 3 | 4 | 5 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Discrete Distribution | $\mathbf{\$ = \$ 1 , 0 0 0 :}$ |  |  |  |  |
| Mean | $\$ 1,282.10$ | $\$ 1,091.57$ | $\$ 846.98$ | $\$ 0.00$ | $\$ 1,433.67$ |
| Variance | $27,313,585$ | $25,789,764$ | $22,912,997$ | 0 | $28,175,197$ |
| Standard Deviation | $\$ 5,226.24$ | $\$ 5,078.36$ | $\$ 4,786.75$ | $\$ 0.00$ | $\$ 5,308.03$ |
| Pareto Distribution |  |  |  |  |  |
| Mean | $\$ 2,865.45$ | $\$ 2,436.31$ | $\$ 1,955.29$ | $\$ 0.00$ | $\$ 3,207.80$ |
| Variance | $\mathbf{6 7 , 7 2 5 , 8 3 2}$ | $65,540,408$ | $52,346,277$ | 0 | $141,052,606$ |
| Standard Deviation | $\$ 8,229.57$ | $\$ 8,095.70$ | $\$ 7,235.07$ | $\$ 0.00$ | $\$ 11,876.56$ |

TABLE 4 SAMPLE GROUP

| 1 | E[Xi] | Chi(i) | ) Xi | $r\left(1, X_{i}\right)$ | r(2,Xi) | r(3, Xi ) | rlchi(i) | ] A (i) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | \$286.73 | 1 | \$5 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 2 | 286.73 | 1 | 3,358 | 2,858 | 2,287 | 1,769 | 2,858 | 951 |
| 3 | 286.73 | 1 | 4,090 | 3,590 | 2,872 | 2,317 | 3,590 | 1,158 |
| 4 | 286.73 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 | 286.73 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6 | 286.73 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7 | 286.73 | 3 | 478 | 302 | 0 | 0 | 0 | (73) |
| 8 | 286.73 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 9 | 286.73 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 10 | 286.73 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 11 | 286.73 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 12 | 286.73 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 13 | 286.73 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 14 | 645.15 | 3 | 1,000 | 720 | 400 | 0 | 0 | (269) |
| 15 | 645.15 | 3 | 1,522 | 1,138 | 818 | 392 | 392 | (226) |
| 16 | 645.15 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 17 | 645.15 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 18 | 645.15 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 19 | 645.15 | 3 | 1,211 | 889 | 569 | 158 | 158 | (252) |
| 20 | 645.15 | 3 | 707 | 486 | 166 | 0 | 0 | (156) |
| 21 | 645.15 | 4 | 102 | 2 | 0 | 0 | 0 | (0) |
| 22 | 1,146.94 | 3 | 512 | 330 | 10 | 0 | 0 | (81) |
| 23 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 24 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 25 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 26 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 27 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 28 | 1,146.94 | 4 | 551 | 360 | 40 | 0 | 0 | (96) |
| 29 | 1,577.04 | 1 | 2,115 | 1,615 | 1,292 | 836 | 1,615 | 600 |
| 30 | 1,577.04 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 31 | 1,577.04 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 32 | 1,577.04 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 33 | 1,577.04 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 34 | 1,577.04 | 3 | 1,798 | 1,359 | 1,039 | 599 | 599 | (204) |
| 35 | \$1,863.78 | 1 | 15,396 | 14,896 | 13,896 | 11,396 | 14,896 | 3,655 |
| 36 | 1,863.78 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 37 | 1,863.78 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 38 | 1,863.78 | 3 | 213 | 90 | 0 | 0 | 0 | (22) |
| 39 | 1,863.78 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 40 | 1,863.78 | 3 | 295 | 156 | 0 | 0 | 0 | (37) |
| 41 | 2,293.88 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| 42 | 2,293.88 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| 43 | 2,293.88 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| 44 | 2,293.88 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 45 | 2,293.88 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 46 | 2,293.88 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 47 | 3,154.08 | 1 | 5,795 | 5,295 | 4,295 | 3,596 | 5,295 | 1,627 |
| 48 | 3,154.08 | 1 | 6,588 | 6,088 | 5,088 | 4,191 | 6,088 | 1,813 |
| 49 | 3,154.08 | 1 | 15,649 | 15,149 | 14,149 | 11,649 | 15,149 | 3,691 |
| 50 | 3,154.08 | 1 | 39,806 | 39,306 | 38,306 | 35,806 | 39,306 | 7,073 |
| 51 | 3,154.08 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 52 | 4,014.29 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| 53 | 4,014.29 | 1 | 593 | 394 | 74 | 0 | 394 | 282 |
| 54 | 4,014.29 | 1 | 4,960 | 4,460 | 3,568 | 2,970 | 4,460 | 1,405 |
| 55 | 4,014.29 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |


| 56 | 573.47 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 57 | 573.47 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 58 | 573.47 | 2 | 1,084 | 787 | 467 | 63 | 467 | 142 |
| 59 | 573.47 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 60 | 573.47 | 3 | 794 | 555 | 235 | 0 | 0 | (190) |
| 61 | 573.47 | 3 | 1,104 | 803 | 483 | 78 | 78 | (260) |
| 62 | 573.47 | 3 | 275 | 140 | 0 | 0 | 0 | (34) |
| 63 | 573.47 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 64 | 573.47 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 65 | 573.47 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 66 | 573.47 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 67 | 573.47 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 68 | \$573.47 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 69 | 573.47 | 4 | 39 | 0 | 0 | 0 | 0 | 0 |
| 70 | 573.47 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 71 | 573.47 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 72 | 573.47 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 73 | 1,003.57 | 1 | 1,891 | 1,433 | 1,113 | 668 | 1,433 | 568 |
| 74 | 1,003.57 | 2 | 1,780 | 1,344 | 1,024 | 585 | 1,024 | 233 |
| 75 | 1,003.57 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 76 | 1,003.57 | 3 | 965 | 692 | 372 | 0 | 0 | (256) |
| 77 | 1,003.57 | 3 | 2,261 | 1,761 | 1,409 | 946 | 946 | (174) |
| 78 | 1,003.57 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 79 | 1,003.57 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 80 | 1,003.57 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| 81 | 1,146.94 | 1 | 5,563 | 5,063 | 4,063 | 3,422 | 5,063 | 1,572 |
| 82 | 1,146.94 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| B3 | 1,146.94 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 84 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 85 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| B6 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 87 | 1,146.94 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| B8 | 2,007.14 | 1 | 7,311 | 6,811 | 5,811 | 4,733 | 6,811 | 1,983 |
| 89 | 2,007.14 | 2 | 997 | 717 | 397 | 0 | 397 | 130 |
| 90 | 2,007.14 | 2 | 1,218 | 895 | 575 | 164 | 575 | 160 |
| 91 | 2,007.14 | 2 | 4,536 | 4,036 | 3,229 | 2,652 | 3,229 | 477 |
| 92 | 2,007.14 | 2 | 232 | 106 | 0 | 0 | 0 | (25) |
| 93 | 2,437.25 | 1 | 1,883 | 1,426 | 1,106 | 662 | 1,426 | 567 |
| 94 | 2,437.25 | 1 | 3,754 | 3,254 | 2,603 | 2,066 | 3,254 | 1,063 |
| 95 | 2,437.25 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 96 | 2,437.25 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| 97 | 2,867.35 | 1 | 6,751 | 6,251 | 5,251 | 4,313 | 6,251 | 1,851 |
| 98 | 2,867.35 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| 99 | 3,297. 45 | 1 | 2,708 | 2,208 | 1,767 | 1,281 | 2,208 | 767 |
| 100 | 3,584.19 | 1 | 2,079 | 1,583 | 1,263 | 809 | 1,583 | 593 |
| Tot | \$141,360 |  | \$153,970 | \$139,349 | \$120,037 | \$98,122 | \$129,546 | \$30,007 |
| i | E[Xi] | Ci | Xi | r1 ${ }^{\text {(Xi) }}$ | r2(Xi) | $\mathrm{r} 3(\mathrm{Xi})$ | rci(Xi) | Ai |


| Number | Selecting Reimburesments |
| :---: | :---: |
| $j$ | $\#$ |
| 1 | 24 |
| 2 | 24 |
| 3 | 38 |
| 4 | 14 |
| Tot | 100 |

Table 5
EXPECTATION, VARIANCE, \& STANDARD DEVIATIONS of Mean Reimbursements, R/m, \& A/b Sample Selection, Distributions based on Unadjusted Expected Values

| Reimbursement \#: | 1 | 2 | 3 | 4 | 5 | R/m | A/E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number Selecting | 24 | 24 | 38 | 14 | 0 |  |  |
| Discrete Distribution: |  |  |  |  |  |  |  |
| Mean | \$1,871 | \$1,668 | \$1,411 | \$0 | \$2,027 | \$1,564 | 178.543 |
| Variance | 818,820 | 796,109 | 693,181 | 0 | 851,073 | 774,686 | 33,655 |
| Std Dev | \$905 | \$892 | \$833 | \$0 | \$923 | \$880 | \$183 |
| Pareto Distribution |  |  |  |  |  |  |  |
| Mean | \$2,764 | \$2,457 | \$2,083 | \$0 | \$3,021 | \$2,472 | 427.442 |
| Variance | 1,301,139 | 1,284,966 | 1,008, 308 | 0 | 3,407,162 | 1,272,618 | 53,851 |
| Std Dev | \$1,141 | \$1,134 | \$1,004 | \$0 | \$1,846 | \$1,128 | \$232 |


|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| i | E[Xi] | Chi (i) | $X i=y(i)$ | $E[X i \mid y(i)]$ | (1) | (2) | (3) | a(i) |
| 1 | \$286.73 | 1 | \$5 | \$216 | 3 | 3 | 3 | \$6,000 |
| 2 | 286.73 | 1 | 3,358 | 1,055 | 3 | 1 | 2 | 8,500 |
| 3 | 286.73 | 1 | 4,090 | 1,238 | 2 | 1 | 2 | 3,600 |
| 4 | 286.73 | 2 | 0 | 215 | 2 | 2 | 2 | 3,400 |
| 5 | 286.73 | 2 | 0 | 215 | 3 | 3 | 3 | 6,800 |
| 6 | 286.73 | 2 | 0 | 215 | 3 | 3 | 3 | 7,600 |
| 7 | 286.73 | 3 | 478 | 335 | 3 | 3 | 3 | 7,500 |
| 8 | 286.73 | 3 | 0 | 215 | 2 | 2 | 3 | 4,400 |
| 9 | 286.73 | 3 | 0 | 215 | 2 | 2 | 3 | 4,900 |
| 10 | 286.73 | 4 | 0 | 215 | 3 | 3 | 3 | 7,200 |
| 11 | 286.73 | 4 | 0 | 215 | 3 | 3 | 3 | 6,500 |
| 12 | 286.73 | 4 | 0 | 215 | 2 | 2 | 3 | 4,100 |
| 13 | 286.73 | 4 | 0 | 215 | 3 | 3 | 3 | 8,500 |
| 14 | 645.15 | 3 | 1,000 | 734 | 3 | 3 | 2 | 11,000 |
| 15 | 645.15 | 3 | 1,522 | 864 | 3 | 3 | 2 | 14,500 |
| 16 | 645.15 | 3 | 0 | 484 | 3 | 3 | 3 | 9,500 |
| 17 | 645.15 | 3 | 0 | 484 | 3 | 3 | 3 | 13,100 |
| 18 | 645.15 | 3 | 0 | 484 | 2 | 2 | 3 | 5,400 |
| 19 | 645.15 | 3 | 1,211 | 787 | 3 | 3 | 2 | 12,300 |
| 20 | 645.15 | 3 | 707 | 661 | 3 | 3 | 3 | 9,000 |
| 21 | 645.15 | 4 | 102 | 509 | 1 | 2 | 2 | 3,800 |
| 22 | 1,146.94 | 3 | 512 | 988 | 1 | 2 | 2 | 19,800 |
| 23 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 23,500 |
| 24 | 1,146.94 | 3 | 0 | 860 | 1 | 2 | 2 | 6,500 |
| 25 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 19,600 |
| 26 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 17,500 |
| 27 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 20,900 |
| 28 | 1,146.94 | 4 | 551 | 998 | 1 | 2 | 2 | 14,400 |
| 29 | 1,577.04 | 1 | 2,115 | 1,712 | 1 | 1 | 2 | 31,800 |
| 30 | 1,577.04 | 2 | 0 | 1,183 | 1 | 1 | 2 | 20,100 |
| 31 | 1,577.04 | 2 | 0 | 1,183 | 1 | 1 | 2 | 30,300 |
| 32 | 1,577.04 | 2 | 0 | 1,183 | 1 | 1 | 2 | 31,400 |
| 33 | 1,577.04 | 3 | 0 | 1,183 | 1 | 1 | 2 | 25,200 |
| 34 | 1,577.04 | 3 | 1,798 | 1,632 | 1 | 1 | 2 | 7,700 |
| 35 | \$1,863.78 | 1 | 15,396 | \$5,247 | 1 | 1 | 2 | \$11,300 |
| 36 | 1,863.78 | 2 | 0 | 1,398 | 1 | 1 | 2 | 28,400 |
| 37 | 1,863.78 | 2 | 0 | 1,398 | 1 | 1 | 2 | 36,000 |
| 38 | 1,863.78 | 3 | 213 | 1,451 | 1 | 1 | 2 | 26,600 |
| 39 | 1,863.78 | 3 | 0 | 1,398 | 1 | 1 | 2 | 7,800 |
| 40 | 1,863.78 | 3 | 295 | 1,472 | 1 | 1 | 2 | 21,700 |
| 41 | 2,293.88 | 1 | 0 | 1,720 | 1 | 1 | 2 | 35,000 |
| 42 | 2,293.88 | 1 | 0 | 1,720 | 1 | 1 | 2 | 15,900 |
| 43 | 2,293.88 | 1 | 0 | 1,720 | 1 | 1 | 2 | 27,600 |
| 44 | 2,293.88 | 2 | 0 | 1,720 | 1 | 1 | 2 | 20,800 |
| 45 | 2,293.88 | 2 | 0 | 1,720 | 1 | 1 | 2 | 39,300 |
| 46 | 2,293.88 | 3 | 0 | 1,720 | 1 | 1 | 2 | 45,200 |
| 47 | 3,154.08 | 1 | 5,795 | 3,814 | 1 | 1 | 2 | 17,400 |
| 48 | 3,154.08 | 1 | 6,588 | 4,013 | 1 | 1 | 2 | 10,800 |
| 49 | 3,154.08 | 1 | 15,649 | 6,278 | 1 | 1 | 2 | 59,900 |
| 50 | 3,154.08 | 1 | 39,806 | 12,317 | 1 | 1 | 2 | 8,200 |


| 51 | 3,154.08 | 2 | 0 | 2,366 | 1 | 1 | 2 | 49,800 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 52 | 4,014.29 | 1 | 0 | 3,011 | 1 | 1 | 2 | 6,500 |
| 53 | 4,014.29 | 1 | 593 | 3,159 | 1 | 1 | 2 | 79,900 |
| 54 | 4,014.29 | 1 | 4,960 | 4,251 | 1 | 1 | 2 | 10,000 |
| 55 | 4,014.29 | 2 | 0 | 3,011 | 1 | 1 | 2 | 40,200 |
| 56 | 573.47 | 1 | 0 | 430 | 3 | 3 | 3 | 9,500 |
| 57 | 573.47 | 2 | 0 | 430 | 3 | 3 | 3 | 9,900 |
| 58 | 573.47 | 2 | 1,084 | 701 | 3 | 3 | 2 | 8,300 |
| 59 | 573.47 | 2 | 0 | 430 | 3 | 3 | 3 | 8,300 |
| 60 | 573.47 | 3 | 794 | 629 | 3 | 3 | 3 | 14,300 |
| 61 | 573.47 | 3 | 1,104 | 706 | 3 | 3 | 2 | 7,400 |
| 62 | 573.47 | 3 | 275 | 499 | 3 | 3 | 3 | 6,900 |
| 63 | 573.47 | 3 | 0 | 430 | 3 | 3 | 3 | 14,200 |
| 64 | 573.47 | 3 | 0 | 430 | 3 | 3 | 3 | 6,300 |
| 65 | 573.47 | 3 | 0 | 430 | 1 | 2 | 2 | 3,800 |
| 66 | 573.47 | 3 | 0 | 430 | 3 | 3 | 3 | 12,600 |
| 67 | 573.47 | 4 | 0 | 430 | 3 | 3 | 3 | 9,400 |
| 68 | \$573.47 | 4 | 0 | \$430 | 2 | 2 | 3 | \$4,700 |
| 69 | 573.47 | 4 | 39 | 440 | 3 | 3 | 3 | 13,400 |
| 70 | 573.47 | 4 | 0 | 430 | 3 | 3 | 3 | 8,500 |
| 71 | 573.47 | 4 | 0 | 430 | 3 | 3 | 3 | 7,600 |
| 72 | 573.47 | 4 | 0 | 430 | 3 | 3 | 3 | 5,700 |
| 73 | 1,003.57 | 1 | 1,891 | 1,225 | 2 | 1 | 2 | 14,700 |
| 74 | 1,003.57 | 2 | 1,780 | 1,198 | 1 | 1 | 2 | 5,900 |
| 75 | 1,003.57 | 3 | 0 | 753 | 1 | 3 | 2 | 8,700 |
| 76 | 1,003.57 | 3 | 965 | 994 | 2 | 2 | 2 | 13,900 |
| 77 | 1,003.57 | 3 | 2,261 | 1,318 | 2 | 1 | 2 | 13,000 |
| 78 | 1,003.57 | 3 | 0 | 753 | 1 | 3 | 2 | 8,400 |
| 79 | 1,003.57 | 4 | 0 | 753 | 1 | 1 | 2 | 5,000 |
| 80 | 1,003.57 | 4 | 0 | 753 | 2 | 3 | 2 | 12,300 |
| 81 | 1,146.94 | 1 | 5,563 | 2,251 | 1 | 1 | 2 | 12,800 |
| 82 | 1,146.94 | 2 | 0 | 860 | 1 | 1 | 2 | 4,700 |
| 83 | 1,146.94 | 2 | 0 | 860 | 1 | 1 | 2 | 4,300 |
| 84 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 16,300 |
| 85 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 16,700 |
| 86 | 1,146.94 | 3 | 0 | 860 | 1 | 2 | 2 | 6,500 |
| 87 | 1,146.94 | 3 | 0 | 860 | 1 | 3 | 2 | 23,900 |
| 88 | 2,007.14 | 1 | 7,311 | 3,333 | 1 | 1 | 2 | 28,900 |
| 89 | 2,007.14 | 2 | 997 | 1,755 | 1 | 1 | 2 | 4,200 |
| 90 | 2,007.14 | 2 | 1,218 | 1,810 | 1 | 1 | 2 | 31,600 |
| 91 | 2,007.14 | 2 | 4,536 | 2,639 | 1 | 1 | 2 | 34,200 |
| 92 | 2,007.14 | 2 | 232 | 1,563 | 1 | 1 | 2 | 9,000 |
| 93 | 2,437.25 | 1 | 1,883 | 2,299 | 1 | 1 | 2 | 24,700 |
| 94 | 2,437.25 | 1 | 3,754 | 2,766 | 1 | 1 | 2 | 14,600 |
| 95 | 2,437.25 | 2 | 0 | 1,828 | 1 | 1 | 2 | 28,400 |
| 96 | 2,437.25 | 3 | 0 | 1,828 | 1 | 1 | 2 | 18,200 |
| 97 | 2,867.35 | 1 | 6,751 | 3,838 | 1 | 1 | 2 | 10,400 |
| 98 | 2,867.35 | 2 | 0 | 2,151 | 1 | 1 | 2 | 27,700 |
| 99 | 3,297.45 | 1 | 2,708 | 3,150 | 1 | 1 | 2 | 47,400 |
| 100 | 3,584.19 | 1 | 2,079 | 3,208 | 1 | 1 | 2 | 45,100 |
| Tot | \$141,360 |  | 3,970 | 9,349 |  |  |  |  |

Table 7


Table 8

| VAL | FOR | $\begin{aligned} & \text { /ix \& } \mathrm{A} / \mathrm{I} \\ & \mathrm{Disct} \end{aligned}$ | te Distr | ution |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Mean | Var | Std Dev |
| 5.1 | R/a | \$1,779 | 812,894 | \$902 |
|  | A/B | 63 | 2,011 | 45 |
| 5.2 | R/E | 1,831 | 1,129,125 | 1,063 |
|  | A/m | 65 | 4,412 | 66 |
| 5.3 | R/6 | 1,795 | 1,126,295 | 1,061 |
|  | A/E | 74 | 7,302 | 85 |
| 5.5 | R/0 | 1,697 | 1,110,082 | 1,054 |
|  | A/m | 48 | 3,605 | 60 |


| Pareto |  | Distribution |
| :--- | ---: | ---: |
| Mean | Var | Std Dev |
| $\$ 2,715$ | $1,300,147$ | $\$ 1,140$ |
| 182 | 5,907 | 77 |
| 4,129 | $5,434,103$ | 2,331 |
| 218 | 58,528 | 242 |
| 4,104 | $5,433,383$ | 2,331 |
| 272 | 100,422 | 317 |
| 3,887 | $5,423,368$ | 2,329 |
| 142 | 54,459 | 233 |


[^0]:    'Note that we bave deviated from the usual convention of reserving the uppercase for random variables.

[^1]:    ${ }^{2}$ This formulation has the advantage of simplicity. An alternate formulation would be that the $\operatorname{Pr}\{\mathrm{ks} \leq \mathrm{X}<(\mathrm{k}+1) \mathrm{s}\}$ $=\mathrm{P}$.

[^2]:    'Of course, this is not true for simple reimbursement functions such as in examples 2.1, 2.2, and 2.4, where: $E[\Psi(j)]=r_{j}\left(\frac{1}{m} \sum_{i=1}^{m} E\left(X_{i}\right)\right)$.

[^3]:    ${ }^{4}$ Fubrer [12, p.403], found a correlation of 24.35 percent and Cookson [8, p.1602], reported seeing estimates of 15 to 25 percent.
    'See [6], Chapter 1, for an introduction to risk averse utility functions. A good reference on utility functions is [16], particularly Chapter 4, which has an excellent section on various types of utility functions.
    "Kimball [17, p.2] suggests "standard risk aversion" as another alternative. It is characteristic of utitity functions ascociated with constant relative risk aversion.

[^4]:    ${ }^{7} F \operatorname{For} u(w)=\ln (w)$, the absolute risk aversion is $\rho_{\mathrm{a}}(w)=1 / w$, which is a decreasing function of $w$, and the relative riak aversion is $\delta_{\mathbf{n}}(\mathbf{w})=1$.

