Service Inventions: Article 29 of Patent Law states that an invention (and therefore the patent) obtained by an employee as part of employment belongs to the employee. The employer (firm or government) has the right to practice the patent provided employee is given "reasonable compensation".

Nakamura Shuji succeeded in developing the blue light emitting diode (LED) as employee of Nichia Kagaku Kogyo. Red and yellow LEDs had already been developed but development of blue was considered to be a decade away. LEDs low energy property had numerous applications. Nakamura was paid 20,000 yen for the invention in line with the company regulation on employee inventions. Nakamura sued for "reasonable compensation" claiming that half of the firm's net revenue of 120 billion yen can be attributed to the blue LED. The court ordered the firm to pay Nakamura 20 billion yen. The firm appealed but eventually Nakamura received 6 00 million yen in an out of court settlement. This set off a series service inventions, and firms such as Hitachi and Ajinomoto were sued.

The court rulings demonstrated that firm internal rules for rewarding inventions, patent applications and patent registrations did not suffice as "reasonable compensation". In case of Olympus, firm regulation states that the firm pays the employee 3000yen at the time of patent application, 8000 yen when patent was registered and 200,000 yen when the patent generated revenue. Olympus was sued by Tanaka Shumpei (inventor of optical pick-up device) for "reasonable compensation". In the final ruling, the Supreme Court ordered Olympus to pay Tanaka 2.5 million yen, based on revenue of about 9 million—yen. The final Supreme Court ruling in 2005 also determined that revenues from abroad (based on foreign patents) should be included in calculating "reasonable compensation".

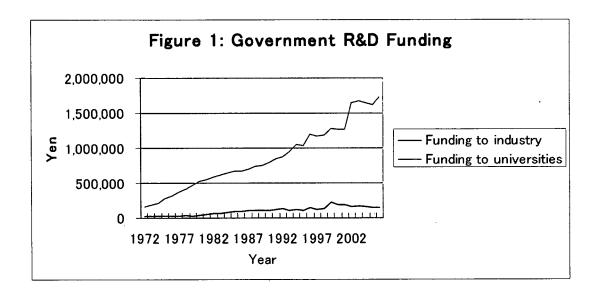
### Research Funding

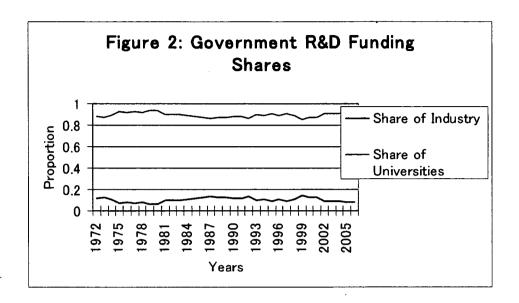
In 2006 total research expenditure in Japan was almost 18 million yen. Private sector accounted for 80.7% of the total while government's share was 19% percent. Of the total government (central and local) funding of 3.4 million yen, 51.2% went to universities, 40.4% to public research institutions (publicly funded facilities for experiments and surveys). Only 4.3 % sent to private research. Looking the other

may increase probability of follow up (second generation) innovations taking place, but it may reduce over all welfare by discouraging ex-ante licensing.

way around, 50.9% of university research is funded by the government and only 1.2% of private sector research comes from the government.

Share of government funds in total research expenditure was around 30% in the 1960s but had dropped to around 20% by 1980. While government expenditure grew at rate of around 20% in the 1960s and private growth remained around 15%, private expenditure growth remained above 10% in the 1980s while the government growth remained below 10%. There was almost no research funding growth in the 1990s, government expenditure growth remains close to 0 but private research funding has been growing at around 1% since the beginning of the decade. (Figures 1 and 2)





Breakdown of 2006 university research expenditure<sup>16</sup> by field was life sciences 23.2%, information and communication 4.2%, material sciences 2.7%, environment 2.5%, nanotechnology 1.2%, energy 1.5 %, marine development 0.42% and space development 0.22%. Breakdown for non-profit sector research was life sciences 19.1%, energy 17.7 %, space development 12.4%, environment 7.3%, information and communication 5.7%, material sciences 4.6%, nanotechnology 0.99%, and marine development 0.42%. Private sector research was information and communication 21.02%, life sciences 10.1%, environment 5.6%, energy 4.3 %, material sciences 3.3%, nanotechnology 0.99%, space development 0.20%, and marine development 0.04%.

### University Innovation

Japanese national universities became independent agencies in April 2005. The funding system is undergoing a change. Universities are turning to intellectual property licensing as source of funding. (Table 1). Patent applications are on the rise for all universities. In 2003 there were 32 national universities that had any revenue from patents. The number increased to 83 in 2005. Total revenue increase from 543 million yen in 2003 to 638 million yen in 2005. Nagoya University had the largest patent revenue with 409 million yen in 2003 but the blue LED related patents are beginning to expire and the university's patent revenue dropped to 199 million yen in 2005. The increase in over all revenue means other universities are increasing their patent revenue significantly. The distribution of university owned patents seem to exhibit the same skewedness mentioned in Chapter 8.

<sup>16 2006</sup> Science and Technology Survey.

282

National Universities

Table 2: Patent Applications

Ratio to

	National 1	National Universities Private Universities Public Universities	Private U	Iniversities	Public U	niversities	Ħ	Total
	Ratio to	Ratio to Number	Ratio to	Ratio to Number Ratio to Number	Ratio to	Number	Ratio to	Ratio to Number
	Previous	Of	Previous	jo	Previous	JO	Previous	oţ
	Year	Inventions	Year	Inventions Year		Inventions		Year Inventions
FY 2000	2,391		1		l		1	
FY 2001	3,040	1.27	1		1		ı	_
FY 2002	3,832	1.26	1		I _		1	
FY 2003	6,787	1.77	1,094		197		8,078	
FY 2004	6,968	1.03	1,590	1.45	275	1.40	8,833	1.09
		_				_		

※ 「−」 not surveyed

283

Table 3: Patent Application by National Universities

	Other Total		1%  4,152
			23.1%   1,000   24.1%   4,152
Innotonhanlour	ecunionogy	Materiai Sciences	23.1%
Man	-	Materia	096
	Environment		7.1%
	Envir	<b>~</b>	, 296
Information	and	Communication	16.1%
Infor	ed .	Commu	670
	Life Sciences		29.5%
	Life S		1,226
			FY 2004 1,226 29.5% 670 16.1% 296 7.1% 960

Table 4: Practiced Patents and Royalty Payments FY 2005 (FY 2004)

	Number of	Number of Practiced Patents	Royalty	Royalty Revenue (1000 yen)	
- - E	(185)	(185) Ratio to Previous Year	(543,224)  R	(543,224) Ratio to Previous Year	
Total	477	477 2.58	542,509 :1.00	00:	
National	(64)	G	(427,655)	70	
Universities	223	7.02	415,997		
Private	(106)	0	(115,569)	·	
Universities	247	2.33	124,893	1.08	
:	(0)		(0)		
Jublic Universities	7	1	1,619		

#### References

奥村正二著 「火縄銃から黒船まで-江戸時代技術史」岩波新書 750 1970年5 月20日

佐伯とも子・京本直樹・田中義敏著「知的財産 基礎と活用」朝倉書店 2004年3月 25日

経済企画庁総合計画局編「知的所有権」 昭和62年6月20日(初版)

奥村正二著「平賀源内を歩く-江戸の科学を訪ねて」岩波書店 2003年3月25日

奥村正二著「小判・生糸・和鉄ー続江戸時代技術史」 岩波新書 863 1973年7 月20日

Shunsaku Nishikawa and Masatoshi Amano, "Domains and Their Economic Policies", in Akira Hayami, Osamu Saito and Ronald P.Toby eds., Emergence of Economic Society in Japan 1600-1859 Early Modern, Oxford University Press, 1999.

三浦圭一著「技術とそのにない手の社会的展開」(三浦圭一編 「技術の社会史 第一巻 古代・中世の技術社会」序章 ) 有斐閣 昭和 57 年 9 月 10 日

仲村 研 著「中世の大工 (1183 年)・刀工・鋳物師と技術」 (三浦圭一編 「技術の社会史 第一巻 古代・中世の技術社会」第五章 ) 有斐閣 昭和57年9月10日

発明協会ホームページ「日本の発明の歴史」www.hatumei100.com/invention/japanese

特許庁 2004年「職務発明制度について」説明会補足資料

清瀬一郎著 「特許法原理」 東京: 特許法原理覆刻刊行委員会 1985年6月 (中央書店 大正11年刊の復刻)

越川純吉著 「外国人の無体財産論」 名古屋大学 法制論集 第4巻 第3号 1956 年 1-46頁 大西宏一郎 「企業の研究開発活動と知的財産制度に関する研究」 2007年1月 一橋 大学博士課程学位請求論文

長岡貞男著 「職務発明制度の経済分析」 鈴村興太郎 長岡貞男 花崎正晴 編 「経済制度の生成と設計」第 10 章 1006 年 3 月 20 日 東京大学出版会

産業構造審議会知的財産政策部会特許制度小委員会 第7回特許戦略計画関連問題ワーキンググループ 配付資料 「『試験又は実験』の例外について」 http://www.jpo.go.jp/shiryou/toushin/shingikai/pdf/strategy\_wg07/paper05\_v2.pdf

Aghion, Phillippe and Tirole, Jean. 1994. "The Management of Innovation," Quarterly Journal of Economics, 109, pp.1185-1209.

Yasaki, Yoshihito and Goto, Akira, 2006. "Contribution-Proportional Remuneration Rule for Employee Inventions and Its Effects on Effort and Investment Incentives," Economics, Innovation and New Technology, 15(7), pp665-678.

嶋田庸嗣 2001 「理研を救った"ビタミンA" ─高橋克己と理研ビタミン─」理研ニュース No. 2 46 2001 年 12 月

理化学研究所ホームページ「理研とは 沿革」 http://www.riken.jp/r-world/riken/history/index.html

## 研究成果の刊行に関する一覧表レイアウト

#### 雑誌・ワーキングペーパー

発表者氏名	論文タイトル名	発表誌名	巻号	ページ	出版年
	On the Persistence	CIS	347	23	2007
青木玲子	of Low Birth Rate in	Discussion			
	Japan.	Paper			

## 書籍

著者氏名	論文タイトル名	書籍全体の	書籍	名	出版社名	出版地	出版年	ページ
		編集者名						
青木玲子	日本のイノベーシ	青木玲子(	知財創出		日本評論	東京	2008	367-395
	ョンとインセンテ	監訳)安藤			社			
	ィブ	至大(訳)						

# PIE/CIS Discussion Paper No.347

Project on Intergenerational Equity (PIE)

Center for Intergenerational Studies (CIS)

Institute of Economic Research, Hitotsubashi University

## On the Persistence of Low Birthrate in Japan

Aoki, R.

February 2008

# On the Persistence of Low Birthrate in Japan

## Reiko Aoki

Center for Intergenerational Studies, Hitotsubashi University \*

"Fertility and Public Policy: How to Reverse the Trend of Declining Birth Rates" CIS-CESifo, Munich, 1-2 February  $2008^{\dagger}$ 

### Abstract

We first show that quality of consumption is an important determinant of fertility and labor supply. Taking this observation into account and using a general equilibrium model with vertical quality differentiation and heterogeneous labor, we show how low fertility may persist. This occurs because product quality and skilled labor supply adjust, never realizing the change in labor productivity necessary to reverse declining fertility.

<sup>\*</sup>Center for Intergenerational Studies, Institute of Economic Research, Hitotsubashi University, 2-1 Naka, Kunitachi, Tokyo 186-8601, Japan, aokirei@ier.hit-u.ac.jp

†This version 31 January 2008

## 1 Introduction

This paper consists of two parts. First, we present a model of consumer choice where children and consumption experience require both goods and time. We demonstrate how change in marginal utility of consumption and change in wages generate different relationship between fertility and labor participation, i.e., possible source of the difference between cross section and time series. In the second half, we embed a simplified version of this consumer into a general equilibrium model with heterogenous labor and vertically differentiated products. Through comparative statics, we analyze the cause and implications of low birthrate in the long run. We show that the feedback mechanism of the economy may not reverse the declining birthrate, contradicting an implication of the Easterlin Hypothesis cohort effect. This is because the labor market structure and product market adjusts to change in birthrate and thus the cohort effect never materializes.

This paper is in the spirit to papers in growth and trade that take into account the reaction of the economy in the long run (Acemoglu (1998), Flam and Helpman (1987), Thoenig and Verdier (2003)). Acemoglu (1998) showed that while in the short run, labor input is reduced in response to scarcity of skilled labor and high wages, skilled labor supply increase in response triggers technological change that makes skilled labor even more productive, raising skilled labor wage in the long run. Our analysis suggests that a similar long term adjustment of the economy will prevent a natural feedback mechanism from working. That is, smaller population will increase marginal product of labor more productive in the short run but consumption pattern will change in the long run reducing such an advantage.

# 2 Re-examination of female labor participation - birthrate relationship

Large Time series among many OECD countries show negative relationship between female labor participation and TFR (Figure 1), while cross country in 2005 (average of years 1985-1996 as well as year 2000, Sleebos (2003), d'Addio and d'Ercole (2005), Da Rocha and Fuster (2006)) show a positive relationship. In Japan, although time series relationship has been negative for 1980 - 2000 (Figure 1), cross section among prefectures show positive relationship in 1987 and 2002 (Figure 2). Obviously conditions that differ across regions in Japan are different from difference between two points in time. We also note that countries with high per capita GDP have low birthrates (Figure 3), suggesting low fertility may be correlated with high consumption. In this section we introduce a consumer optimization model to capture differences in income difference and quality of consumption.

We assume that a utility of a household depends on number of children, n, consumption of a good x. Both child rearing and consumption of a good requires time. Number of children is determined by amount of good  $x_c$ , and time devoted,  $\ell_c$ ,

$$n = f(x_c, \ell_c), \quad f_x > 0, f_\ell > 0.$$

Subscripts on functions denote partial derivatives. The utility of consumer is actually determined by amount of z, which is consumption experience that depends on amount of the good, x, and time devoted,  $\ell$ ,

$$z = g(x, \ell), \quad g_x > 0, g_\ell > 0.$$

Utility function is,

$$u(n, z), u_n > 0, u_z > 0.$$

Budget constraint depends on price of good and wage, and labor endowment,  $\bar{\ell}$ ,

$$px + px_c + w\ell + w\ell_c = w\bar{\ell}.$$

Figure 4 demonstrates the optimization problem. The opportunity set is

defined as,

$$\{(z,n)|n=f(x_c,\ell_c),\quad z=g(x,\ell),\quad p(x+x_c)+w(\ell+\ell_c)=w\bar{\ell}\}.$$

The frontier is downward sloping (see Appendix). It reflects the budget constraint as well as the technologies, g and f.

We further index consumption (consumption experience) by quality, Q. Utility function is

where z measures quantity of consumption. First-order condition for utility maximization are,

$$\frac{f_x}{f_\ell} = \frac{g_x}{g_\ell} = \frac{p}{w},$$

$$\frac{u_n}{u_z} = Q \frac{g_x}{f_x}.$$
(1)

$$\frac{u_n}{u_z} = Q \frac{g_x}{f_x}. (2)$$

Equation (1) implies less labor intensive consumption and child rearing method will be used when wage increase. The time series of female wage has been rising in Japan would lead to less labor intensive methods which means greater labor participation. Equation (2) implies better quality of consumption leads to more consumption and less children.

Higher wage but not significantly higher quality means positive relationship. However with the same higher relative wage and higher quality consumption means negative relationship between labor participation and fertility. Availability of consumption goods, such as entertainment and restaurants, is much greater in larger cities. This means higher Q, meaning less children and more consumption in cities.<sup>1</sup>

<sup>&</sup>lt;sup>1</sup>For instance, there are 191 Tokyo restaurants listed in the Michelin restaurant guide, compared to 64 in Paris and 42 in New York (Robinson (2007)). Same hours spend at a Tokyo restaurant yields higher Qz on the average compared to other locations in Japan.

# 3 General Equilibrium with high quality product and heterogenous labor

In this section we analyze a general equilibrium in which consumers have a utility function that reflect the previous analysis, although somewhat simplified. Consumers differ by two attributes, their preference and quality of labor. Consumers choose either to consumer high quality product or standard (low quality) product. Child bearing choice differ according to which product they choose, as well as if they are skilled or not. Skilled workers produce the high quality product and the labor supply level determine the level of quality.

### Consumers

We simplify the consumer's problem so that she chooses between consumption (x) and childbearing (n). Her preference is represented by the following utility function which also depends on the quality of the good consumed, Q,

$$U_{\rho}(n,x) = (Qx^{\rho} + n^{\rho})^{\frac{1}{\rho}}, \quad 0 < \rho < 1.$$
 (3)

Consumers preference,  $\rho$ , is distributed uniformly over [0,1]. Consumption good is either the standard (low quality) Q=1 or high quality Q>1. Consumer's labor endowment is  $\bar{\ell}$  and wage is w which is also the opportunity cost of children. Denoting price of the good by p, consumer chooses consumption and number of children to maximize (3) with respect to the budget constraint,

$$px + wn = w\bar{\ell}.$$

Each consumer's consumption and number of children given quality Q is determined by the utility maximization given the budget constraint,

$$x_{\sigma}^{*}(p, w; Q) = \frac{Q^{\sigma} \bar{\ell}}{(\frac{p}{w})^{\sigma} \left(Q^{\sigma}(\frac{p}{w})^{1-\sigma} + 1\right)}, \quad n_{\sigma}^{*}(p, w; Q) = \frac{\bar{\ell}}{Q^{\sigma}(\frac{p}{w})^{1-\sigma} + 1}, \quad (4)$$
where  $\sigma \equiv \frac{1}{1-\rho} > 1$ .

Consumption is increasing and number of children is decreasing in quality, as in the previous section. The indirect utility is,

$$v_{\sigma}(p, w; Q) = \bar{\ell} \left( Q^{\sigma} \left( \frac{w}{p} \right)^{\sigma - 1} + 1 \right)^{\frac{1}{\sigma - 1}}.$$

The consumer must choose which quality to consume. If her marginal utility from more consumption is relatively large, she devotes less resources to children and has fewer children. If the quality is low and not as beneficial, she derives utility by having many children. She compares the utility levels from consuming each quality and buys whichever yields higher utility. We denote the prices of the goods with different qualities by  $p_H$  and  $p_L$ . Consumer will buy the high quality good when

$$v_{\sigma}(p_H, w; Q) > v_{\sigma}(p_L, w; 1).$$

This condition is equivalent to,

$$\sigma < \hat{\sigma} \equiv \frac{\ln \frac{p_H}{p_L}}{\ln \frac{p_H}{p_L} - \ln Q}.$$
 (5)

Since  $\sigma > 1$ , there will be no demand for the low quality good if  $\ln \frac{p_H}{p_L} < \ln Q$ . This occurs if low quality product is more expensive ( $p_L \ge p_H$ ) since Q > 1 and  $p_H > p_L$  but the price premium for the high quality is small relative to difference in quality. It does not depend on the level of income.

Consumer's labor supply is the hours not devoted to raising children,

$$\ell_{\sigma}(p, w; Q) = \bar{\ell} - n_{\sigma}^{*}(p, w; Q) = \frac{Q^{\sigma}}{Q^{\sigma} + (\frac{p}{w})^{\sigma - 1}}.$$
 (6)

### Markets

The labor each consumer supplies is either skilled (s) or unskilled (u). There are total of N consumers, and  $\theta \in (0,1)$  of the consumers are skilled. Labor endowment,  $\bar{\ell}$ , is the same for both types. We denote wages for skilled and unskilled by  $w_s$  and  $w_u$ . Production technology is constant returns to scale

in labor: one unit of skilled labor produces one unit of high quality product and one unit of unskilled labor produces one unit of the standard product. Furthermore we assume both products are supplied competitively. Thus we have  $p_H = w_s$  and  $p_L = w_u$ .

One skilled worker's demand for high quality product is, denoting relative wage by  $\xi = \frac{w_s}{w_u} > 1$  and using (4),

$$x_s^H(\xi) = x_\sigma^*(w_s, w_s; Q) = \frac{Q^\sigma \bar{\ell}}{Q^\sigma + 1}, \quad \sigma < \hat{\sigma} = \frac{\ln \xi}{\ln \xi - \ln Q},$$

and demand for low quality is,

$$x_s^L(\xi) = x_\sigma^*(w_u, w_s; Q) = \frac{\bar{\ell}}{\xi^{-\sigma}(\xi^{\sigma-1} + 1)}, \quad \sigma > \hat{\sigma}.$$

There will be positive demand for the low quality only if  $\xi > 1$  since  $\xi = \frac{p_H}{p_L}$ . We make the following observation

Claim 1. High skilled consumers consume more of both quality,  $x_s^H(\xi) > x_u^H(\xi)$  and  $x_s^L(\xi) > x_u^L(\xi)$ .

Total demands from all the skilled workers for high quality product and low quality product are,

$$X_s^H(\xi) = \theta N \int_1^{\hat{\sigma}} x_s^H(\xi) d\sigma, \quad X_s^L(\xi) = \theta N \int_{\hat{\sigma}} x_s^L d\sigma.$$

Similarly for unskilled workers, we have the individual demands for high quality good,

$$x_u^H(\xi) = x_\sigma^*(w_s, w_u; Q) = \frac{Q^\sigma \bar{\ell}}{\xi^\sigma (Q^\sigma \xi^{1-\sigma} + 1)}, \quad \sigma < \hat{\sigma} = \frac{\ln \xi}{\ln \xi - \ln Q},$$

and demand for low quality good,

$$x_u^L(\xi) = x_\sigma^*(w_u, w_u; Q) = \frac{\bar{\ell}}{2}, \quad \sigma > \hat{\sigma}.$$

Total demands for each quality from all unskilled workers are,

$$X_u^H(\xi) = \int_1^{\hat{\sigma}} x_u^H(\xi) d\sigma, \quad X_u^L(\xi) = \int_{\hat{\sigma}} x_u^L(\xi) d\sigma.$$

Since production of one unit of good requires one unit of labor, demand for skilled and unskilled labor,  $L_s^D$  and  $L_u^D$  are,

$$L_s^D(\xi) = \theta N X_s^H(\xi) + (1 - \theta) N X_u^H(\xi), \tag{7}$$

$$L_u^D(\xi) = \theta N X_s^L(\xi) + (1 - \theta) N X_u^L(\xi).$$
 (8)

Labor supply is constructed in a similar manner from individual supplies. Individual labor supply as function of relative wage is, using (6),

$$\ell_{s}^{H}(\xi) = \ell_{\sigma}^{*}(w_{s}, w_{s}; Q) = \frac{Q^{\sigma}\bar{\ell}}{Q^{\sigma} + 1}, \quad \sigma < \hat{\sigma},$$

$$\ell_{s}^{L}(\xi) = \ell_{\sigma}^{*}(w_{u}, w_{s}; 1) = \frac{\bar{\ell}}{\xi^{1-\sigma} + 1}, \quad \sigma > \hat{\sigma}$$

$$\ell_{u}^{H}(\xi) = \ell_{\sigma}^{*}(w_{s}, w_{u}; Q) = \frac{Q^{\sigma}\bar{\ell}}{Q^{\sigma} + \xi^{\sigma-1}}, \quad \sigma < \hat{\sigma},$$

$$\ell_{u}^{L}(\xi) = \ell_{\sigma}^{*}(w_{u}, w_{u}; 1) = \frac{\bar{\ell}}{2}, \quad \sigma > \hat{\sigma}.$$

Aggregation yields the total labor supply of each type,

$$L_s^S = N\bar{\ell} \int_1^{\hat{\sigma}} \left\{ \theta \frac{Q^{\sigma}}{Q^{\sigma} + 1} + (1 - \theta) \frac{Q^{\sigma}}{Q^{\sigma} + \xi^{\sigma - 1}} \right\} d\sigma, \tag{9}$$

$$L_u^S = N\bar{\ell} \int_{\hat{\sigma}}^{\infty} \left\{ \theta \frac{Q^{\sigma}}{Q^{\sigma} + \xi^{1-\sigma}} + (1-\theta) \frac{1}{2} \right\} d\sigma. \tag{10}$$

It is easy to show, from (5), that  $\hat{\sigma}$  is decreasing in  $\xi$  that  $L_s^D$  and  $L_u^S$  is decreasing in  $\xi = \frac{w_s}{w_u}$  and  $L_s^S$  and  $L_u^D$  are increasing in  $\xi$ . Equilibrium relative wage for a given quality level,  $\xi^*(Q)$ , is determined by the skilled labor market clearing condition,

$$L_s^D(\xi) = L_s^S(\xi).$$

The unskilled labor market has cleared by Walrus Law.

### Comparative statics

We first see how the equilibrium labor supply and relative wage change with quality.

- Claim 2. (i)  $L_s^S$ ,  $L_u^S$  and  $L_s^D$  are increasing and  $L_u^D$  are decreasing in Q.
- (ii) Equilibrium relative wages and level of skilled labor are increasing in quality. That is,  $\partial \xi^*(Q)/\partial Q > 0$  and  $\partial L_s^*(Q)/\partial Q > 0$ .

(See Figures 5 and 6. Proof is in the Appendix.) Higher quality makes consumption attractive for skilled workers and also increase proportion of all workers that consumer the high quality product. Thus both demand and supply of skilled labor is increasing in quality. The same effect increases the supply of unskilled workers and reduces demand for low quality good. The latter effect implies demand for unskilled workers decreases when quality improves.

Skilled labor supply is increasing in population,  $\partial L_s^S/\partial N > 0$ , from (9) and demand is also increasing in population,  $\partial L_s^D/\partial N > 0$ , from (7). (See proof of Claim 2 in the Appendix.) This implies

Claim 3. Both equilibrium skilled and unskilled labor will increase when population increases,  $\partial L_s^*/\partial N > 0$  and  $\partial L_u^*/\partial N > 0$ .

Again, using the proof of Claim 2 in the Appendix, both demand and supply of skilled labor is also increasing in proportion of skilled consumers,  $\partial L_s^S/\partial\theta > 0$ , from (9) and  $\partial L_s^D/\partial\theta > 0$ , from (7).

Claim 4. Equilibrium skilled labor and equilibrium relative wage are increasing in the proportion of skilled consumers,  $\partial L_s^*/\partial \theta > 0$  and  $\partial \xi^*/\partial \theta > 0$ .