Bright-Line Rules and Addiction

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<u>Abstract</u> :

I study addictive good consumption by a consumer with hyperbolic discounting preferences. The good is addictive in that higher past consumption raises current marginal utility. I find that heavy past consumption necessarily traps the consumer in excessive consumption in the future, but when past consumption is low, she can—and must—adopt a « bright-line rule" to avoid that trap. Moreover, any Markov equilibrium without a bright-line rule is Pareto dominated by one with a bright-line rule. These results help explain the lapse-activated consumption pattern commonly documented in individuals with addiction."