Detailed course outline

Part I. Demand and pricing

1. January 20
   Introduction and overview.
   Readings: Cabral, Introduction to Industrial Organization, Ch. 1.

2. January 25
   Basic pricing.
   Readings: lecture notes.

3. January 27
   Price discrimination by indicators.
   Readings: Cabral 10, lecture notes.

4. February 1
   Price discrimination by self-selection.
   Readings: Cabral 10, lecture notes.

5. February 3
   Price discrimination: applications.
   Readings: Cabral 10, lecture notes.

6. February 8
   Demand estimation: examples.
   Readings: Lecture notes.

7. February 10
   Pricing in practice: examples.
   Mini-case: Monsanto’s Roundup; Wednesdays at Cinemex.
   Due at the beginning of class: Problem set 1.
Part II. Static oligopoly analysis

8. February 17
   Game Theory Review.
   Readings: Cabral 4.

9. February 22
   Oligopoly price competition.
   Readings: Cabral 7.

10. February 24
    Oligopoly output competition.
    Readings: Cabral 7, lecture notes.

11. March 1
    Oligopoly competition: applications.
    Readings: Cabral 7, lecture notes.

12. March 3
    Oligopoly competition: applications.
    Readings: Cabral 7, lecture notes.

13. March 8
    Review.
    Due at the beginning of class: Problem set 2.

14. March 10
    First test.
Part III. Dynamic oligopoly analysis

15. March 22
   Repeated interaction and collusion.
   Readings: Cabral 8, lecture notes.

16. March 24
   Cartels in practice (guest speaker: John Asker*).

17. March 29
   Price wars.
   Readings: Cabral 8, lecture notes.

18. March 31
   Factors facilitating collusion.
   Readings: Cabral 8, lecture notes.

Part IV. Entry and exit

19. April 5
   Entry costs, market structure, and welfare.
   Readings: Cabral 14, lecture notes.

20. April 7
   Strategic entry deterrence, I.
   Readings: Cabral 15, lecture notes.
   Due at the beginning of class: Problem set 3.

21. April 12
   Strategic entry deterrence, II.
   Readings: Cabral 15, lecture notes.

22. April 14
   Predatory pricing: firm strategy and public policy.
   Readings: Cabral 15, lecture notes.

23. April 19
   Mergers and acquisitions: firm strategy and public policy.
   Mini-case: GE and Honeywell.
   Readings: Cabral 15, lecture notes.
24. April 21
Merger analysis in practice (guest speaker: Lawrence White*).
Readings: Dalkir and Warren-Boulton’s paper on the Staples-Office Depot merger.

25. April 26
Network and Standards.
Readings: Cabral 17, lecture notes.

26. April 28
Industry Analysis.

27. May 3
Review.
Due at the beginning of class: Problem set 4.

* To be confirmed