Detailed course outline

Part I. Demand and pricing

1. September 8
   Introduction and overview.

2. September 13
   Basic pricing.
   Readings: lecture notes.

3. September 15
   Price discrimination by indicators.
   Readings: Cabral 10, lecture notes.

4. September 20
   Price discrimination by self-selection.
   Readings: Cabral 10, lecture notes.

5. September 22
   Price discrimination: applications.
   Readings: Cabral 10, lecture notes.

6. September 27
   Demand estimation: examples.
   Readings: Lecture notes.

7. September 29
   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. October 4
   Game Theory Review.
   Readings: Cabral 4.

9. October 6
   Oligopoly price competition.
   Readings: Cabral 7.

10. October 13
    Oligopoly output competition.
    Readings: Cabral 7, lecture notes.

11. October 18
    Oligopoly competition: applications.
    Readings: Cabral 7, lecture notes.

12. October 20
    Oligopoly competition: applications.
    Readings: Cabral 7, lecture notes.

13. October 25
    Review.
    Due at the beginning of class: Problem set 2.

14. October 27
    First test.
Part III. Dynamic oligopoly analysis

15. November 1
   Repeated interaction and collusion.
   Readings: Cabral 8, lecture notes.

16. November 3
   Cartels.

17. November 8
   Price wars.
   Readings: Cabral 8, lecture notes.

18. November 10
   Factors facilitating collusion.
   Readings: Cabral 8, lecture notes.

Part IV. Entry and exit

19. November 15
   Entry costs, market structure, and welfare.
   Readings: Cabral 14, lecture notes.

20. November 17
   Strategic entry deterrence, I.
   Readings: Cabral 15, lecture notes.
   Due at the beginning of class: Problem set 3.

21. November 22
   Strategic entry deterrence, II.
   Readings: Cabral 15, lecture notes.

22. November 24
   Predatory pricing: firm strategy and public policy.
   Readings: Cabral 15, lecture notes.

23. November 29
   Mergers and acquisitions: firm strategy and public policy.
   Readings: Cabral 15, lecture notes.
24. December 1
   **Merger analysis in practice.**
   **Readings:** Dalkir and Warren-Boulton's paper on the Staples-Office Depot merger.

25. December 6
   **Network and Standards.**
   **Readings:** Cabral 17, lecture notes.

26. December 8
   **Industry Analysis.**
   **Mini-case:** Airline Industry in 1995, ValuJet.

27. December 13
   **Review.**
   Due at the beginning of class: Problem set 4.

28. December 15
   **Review.**

* To be confirmed