

Detailed course outline

PART I. Demand and pricing

1. **September 7**
Introduction and overview
Reading: *Cabral*, Introduction to Industrial Organization, *Ch. 1 (2 - if needed)*
2. **September 12**
Perfect competition
Reading: *Cabral 6*
3. **September 14**
Basic monopoly pricing
Reading: *Cabral 5*
4. **September 19**
Price discrimination by indicators
Reading: *Cabral 10*
5. **September 21**
Price discrimination by self-selection
Reading: *Cabral 10*
6. **September 26**
Pricing in practice: examples
7. **September 28**
Demand estimation: examples

PART II. Static oligopoly analysis

8. **October 3**
Game theory - static games
Reading: *Cabral 4.1*
Due at the beginning of class: Problem set 1
9. **October 5**
Oligopoly price competition
Reading: *Cabral 7.1-7.2*

- October 10: no class
10. October 12
Oligopoly output competition
Reading: *Cabral 7.3-7.4*
 11. October 17
Product differentiation
Reading: *Cabral 12*
 12. October 19
Vertical relations
Reading: *Cabral 11.1-11.3*
 13. October 24
Review: practice problems
Due at the beginning of class: Problem set 2
 14. October 26
First test

PART III. Dynamic oligopoly analysis

15. October 31
Game theory - dynamic games
Reading: *Cabral 4.2*
16. November 2
Oligopoly competition - advertising
Reading: *Cabral 13*
17. November 7
Oligopoly competition - R&D
Reading: *Cabral 16*
18. November 9
Game theory - repeated games
Reading: *Cabral 4.3*
19. November 14
Repeated interaction and collusion
Reading: *Cabral 8.1-8.2*

20. **November 16**
Market structure and collusion
Reading: *Cabral 8.3-8.4*

PART IV. Entry and exit

21. **November 21**
Entry costs, market structure, and welfare
Reading: *Cabral 14*
Due at the beginning of class: Problem set 3
22. **November 28**
Entry costs, market structure, and welfare (cont)
Reading: *Cabral 14*
- November 23: no class**
23. **November 30**
Mergers and merger policy
Reading: *Cabral 15.3*
24. **December 5**
Vertical restraints
Reading: *Cabral 11.4-11.5*
25. **December 7**
Market foreclosure
Reading: *Cabral 15.1*
26. **December 12**
Market foreclosure (cont)
Reading: *Cabral 15.2*
Due at the beginning of class: Problem set 4
27. **December 14**
Review: practice problems
28. **December 19**
Second test