

Detailed course outline

PART I. Demand and pricing

1. **September 5**
Overview and introduction
Reading: *Cabral*, Introduction to Industrial Organization, 2nd Ed., *Ch. 1*
2. **September 7**
Demand and elasticity
Reading: *Cabral 2.1-2.2*
3. **September 12**
Supply and monopoly pricing
Reading: *Cabral 3.1-3.2*
4. **September 14**
Demand estimation
Reading: *Cabral 2.2-2.3*
Mini-case: *Quiz 1: Monsanto's Roundup*
5. **September 19**
Price discrimination by indicators
Reading: *Cabral 6.1*
Due at the beginning of class: Problem set 1
6. **September 21**
Price discrimination by self-selection
Reading: *Cabral 6.2-6.3*
7. **September 26**
Pricing in practice: examples
Mini-case: *Quiz 2: TBD*

PART II. Static oligopoly analysis

8. **September 28**
Game theory - static games
Reading: *Cabral 7.1*
Due at the beginning of class: Problem set 2

9. **October 3**
Oligopoly price competition
Reading: *Cabral 8.1*
10. **October 5**
Oligopoly output competition
Reading: *Cabral 8.2*
11. **October 10**
Oligopoly models at work
Reading: *Cabral 8.3-8.4*
12. **October 12**
Exam I Review: practice problems
Due at the beginning of class: Problem set 3
13. **October 17**
Exam I

PART III. Dynamic oligopoly analysis

14. **October 19**
Repeated interaction and collusion
Reading: *Cabral 7.3, 9.1*
15. **October 24**
Collusion and price wars
Reading: *Cabral 9.2-9.4*
16. **October 26**
Collusion: empirical analysis and public policy
Reading: *Cabral 9.5*
Mini-case: *Quiz 3: GE and Westinghouse*

PART IV. Entry and exit

17. **October 31**
Market Structure
Reading: *Cabral 10.1,10.3,10.4*

18. **November 2**
Horizontal mergers
Reading: *Cabral 11.1-11.2*
Due at the beginning of class: Problem set 4

19. **November 7**
Horizontal mergers: policy
Reading: *Cabral 11.3*
Mini-case: *Quiz 4: Staples and Office Depot*

20. **November 9**
Sequential games and commitment
Reading: *Cabral 7.2*

21. **November 14**
Entry deterrence
Reading: *Cabral 12.1*

22. **November 16**
Market foreclosure
Reading: *Cabral 12.2*

23. **November 21**
Market foreclosure: policy
Reading: *Cabral 12.3*
Mini-case: *Quiz 5: TBD*
Due at the beginning of class: Problem set 5

November 23: no class - Thanksgiving Break

24. **November 28**
Vertical relations
Reading: *Cabral 13.1*

25. **November 30**
Vertical integration, restraints, policy
Reading: *Cabral 13.2*
Mini-case: *Quiz 6: Telecommunications*

26. **December 5**
Product Differentiation
Reading: *Cabral 14*

27. **December 7**
Networks
Reading: *Cabral 16*

December 12: no class - Classes on a Monday schedule

28. December 14

Exam II Review

Due at the beginning of class: Problem set 6

29. Thursday, December 21

Exam II: 4-6 pm