



## Detailed course outline

### PART I. Demand and pricing

1. **September 2**  
**Introduction and overview**  
**Reading:** *Cabral*, Introduction to Industrial Organization, 2nd edition, Ch. 1
2. **September 9**  
**Basic pricing**  
**Reading:** *Cabral* 3.2 (slide deck 3.2)
3. **September 14**  
**Price discrimination by indicators**  
**Reading:** *Cabral* 6 (slide deck 6.1)
4. **September 16**  
**Price discrimination by self-selection**  
**Reading:** *Cabral* 6 (slide deck 6.2)
5. **September 21**  
**Price discrimination: applications**  
**Reading:** *Cabral* 6 (slide deck 6.2)  
**Mini-case:** *Monsanto's Roundup*
6. **September 23**  
**Demand estimation: examples**  
**Reading:** *Cabral* 2.2–2.3 (slide deck 2.3)  
**Mini-case:** *Wednesdays at Cinemex*
7. **September 28**  
**Pricing in practice: examples**  
**Mini-case:** *Merck and Aids*

### PART II. Static oligopoly analysis

8. **September 30**  
**Introduction to game theory**  
**Reading:** *Cabral* 7 (slide deck 7.1)  
**Due at the beginning of class:** Problem set 1

9. **October 5**  
**Introduction to game theory (cont)**  
**Reading:** *Cabral 7 (slide deck 7.1)*
  
10. **October 7**  
**Oligopoly price competition**  
**Reading:** *Cabral 8 (slide deck 8.1)*
  
- October 12: no class**
  
11. **October 13 (Tuesday)**  
**Oligopoly output competition**  
**Reading:** *Cabral 8 (slide deck 8.2)*
  
12. **October 14**  
**Oligopoly competition: applications**  
**Reading:** *Cabral 8 (slide deck 8.3)*
  
13. **October 19**  
**Practice problems**
  
14. **October 21**  
**Review**  
**Due at the beginning of class:** Problem set 2
  
15. **October 26**  
**First test**

### **PART III. Dynamic oligopoly analysis**

16. **October 28**  
**Repeated games**  
**Reading:** *Cabral 7.3 (slide deck 7.3)*
  
17. **November 2**  
**Repeated interaction and collusion**  
**Reading:** *Cabral 9 (slide deck 9.1)*
  
18. **November 4**  
**Horizontal agreements**  
**Reading:** *Cabral 9 (slide deck 9.2)*  
**Mini-case:** *GE and Westinghouse*

19. **November 9**  
**Practice problems**

**PART IV. Entry and exit**

20. **November 11**  
**Entry costs, market structure, and welfare**  
**Reading:** *Cabral 10 (slide deck 10.1)*
21. **November 16**  
**Entry costs, market structure, and welfare (cont)**  
**Reading:** *Cabral 10 (slide deck 10.2)*
22. **November 18**  
**Mergers and merger policy**  
**Reading:** *Cabral 11 (slide decks 11.1, 11.2)*  
**Mini-case:** *GE and Honeywell*
23. **November 23**  
**Sequential games and commitment**  
**Reading:** *Cabral 7.2 (slide deck 7.2)*
- November 25: no class**
24. **November 30**  
**Market foreclosure**  
**Reading:** *Cabral 12 (slide deck 12.1)*  
**Mini-case:** *Mars and Unilever*  
**Due at the beginning of class:** Problem set 3
25. **December 2**  
**Market foreclosure (cont)**  
**Reading:** *Cabral 12 (slide deck 12.1)*  
**Mini-case:** *Spirit Airlines*
26. **December 7**  
**Practice problems**
27. **December 9**  
**Review**
28. **December 14**  
**Second test**