

University of Pennsylvania Department of Economics
Econ 235: Industrial Organization
Fall 2019

Lectures	Tuesday & Thursday 3:00-4:20 (McNeil 286-287).
Instructor	Deniz Selman (denizs@econ.upenn.edu) <i>Office Hours:</i> Tuesday 4:30-5:30 and by appointment (Vance 332).
TA	Jinfeng Luo (jinfengl@sas.upenn.edu) <i>Office Hours:</i> TBA.
Description	Industrial organization is a subfield of microeconomics devoted to the study of the structure of firms and markets and of their strategic interactions. The study of industrial organization adds to the perfectly competitive model by considering real-world frictions such as limited information, transaction costs, costs of adjusting prices, government actions, and barriers to entry by new firms to the market. It also considers how firms are organized, how they compete in such a world, and how they acquire and use market power. In this course we will study the fundamental topics in industrial organization such as market power, monopoly, price discrimination, nonlinear pricing, product differentiation, oligopoly, monopolistic competition, entry deterrence, capacity constraints, spatial competition, quality, and antitrust. Knowledge of intermediate microeconomics is essential, and basic game theory will be introduced and used to analyze applications.
Prerequisites	Econ 101* (Econ 103 is also recommended), Math 104, and either Math 114 or Math 115. *-Wharton students can satisfy the Econ 101 prerequisite with BEPP 250 <i>Honors</i> but not the regular BEPP 250. Credit cannot be received for both Econ 35 and Econ 235.
Lectures	I will primarily teach by writing on the blackboard. Students should attend and participate in class. Please make arrangements to borrow a friend's notes if you miss a lecture. In order to discourage classroom distractions, <i>the use of laptops and other electronic devices is not permitted during lectures.</i> If you have a special condition which makes this a difficulty for you, please let me know.
Textbook*	Lynne Pepall, L., D. Richards and G. Norman, <i>Industrial Organization: Contemporary Theory and Empirical Applications</i> , Wiley, 5th Edition, 2014. *-The course will be self-contained and based on my own lecture notes, so the textbook serves only as <i>suggested additional reading</i> for those of you who find learn better from texts. The textbook is available on reserve at the Penn library.
Problem Sets	There will be six problem sets assigned and collected for grading during the semester. Problem sets will be posted on Canvas one week before the due date and due at the beginning of lecture (no later than 3:05 pm) on the following due dates: (1) Tue 10 Sep. (2) Thu 19 Sep. (3) Thu 17 Oct. (4) Tue 29 Oct. (5) Tue 19 Nov. (6) Tue 3 Dec. <i>No late problem sets will be accepted.</i> Your lowest problem set grade will be dropped and the average of the others will constitute the problem set portion of your grade. NOTE: Working on problem sets diligently is the most effective way to prepare you for quizzes and exams. I recommend you first work on your own and then meet to discuss the problems in groups. However, each student must turn in his or her own answers. Please write legibly and state which classmates you worked with on your submitted copy.
Quizzes	There will be three in-class quizzes held on the following dates: (1) Tue 24 Sep. (2) Thu 31 Oct. (3) Thu 5 Dec. NO MAKE-UP QUIZZES: <i>You will receive a zero for any quiz that you miss for any reason.</i> To accommodate students who must miss a quiz, your lowest quiz grade will be dropped and the average of the other two quizzes will constitute the quiz portion of your grade.

Exams

First Midterm Exam: Thursday 26 September (in class, beginning at 3:05 pm sharp).

Second Midterm Exam: Thursday 7 November (in class, beginning at 3:05 pm sharp).

Final Exam: Wednesday 18 December (12:00 pm - 2:00 pm).

MAKE-UP POLICY FOR EXAMS: Only students who contact me *before* an exam *and* provide a written excuse will be eligible to take a make-up exam. Students who miss an exam and are not eligible to take a make-up exam will receive a grade of zero on that exam.

RE-GRADING POLICY: Students have one week from the day in which examinations and problem sets are returned to report errors in grading and/or to request that problems be re-graded. All such requests must be made in writing. If a student submits his/her exam for re-grading, then the student's entire exam will be re-graded with no guarantee of a higher total score.

OTHER POLICIES & PROCEDURES: Apart from these stated specifics regarding quizzes and exams above, this course complies with all departmental policies as posted on the departmental website at: <https://economics.sas.upenn.edu/undergraduate/course-information/course-policies>.

Grading

Problem Sets (16%), Quizzes (12%), Two Midterm Exams (21% each), Final Exam (30%)

Course Outline (tentative and time permitting)**PRN****Preliminaries**

Perfect Competition

Ch. 2

Market Power and Welfare

Ch. 3

Overview of the Theory of Firm

Ch. 4

Monopoly

Durable Good Monopoly

Ch. 5

Price Discrimination: Linear and Nonlinear Pricing

Ch. 5-6

Strategic Interaction: Oligopoly Models

Overview of Game Theory

Cournot Model

Ch. 9

Bertrand Model

Ch. 10

Bertrand Model with Transportation Costs

Dynamic Oligopoly Games and Collusion

Ch. 11, Ch. 14

Stackelberg Model

Ch. 11

Entry Deterrence: Dixit's Model

Ch. 12

Product Differentiation and Spatial Competition

Monopolistic Competition

Ch. 7

Spatial Competition: Location Models (*Hotelling's Linear City*, *Salop's Circular City*)

Ch. 7