Course Schedule and Syllabus

Unit I: SUPPLY AND DEMAND

Wednesday, August 31
Lecture 1: Introduction
• Readings:
  1. Pindyck and Rubinfeld, Microeconomics, Chapter 1 (either 5 or ed 6 is fine)

Monday, September 5: Labor Day, No Classes * see make up date

Wednesday, September 7
Lecture 2: Supply and Demand Introduced
• Readings:
  1. Pindyck and Rubinfeld, Microeconomics, Chapters 2, 4.3-4.6.

Friday, September 9 (make up class)
Lecture 3: Using Elasticity and Understand Market Outcomes
• Reading:
  1. Pindyck and Rubinfeld, Microeconomics, Chapter 9.

Monday, September 12
Lecture 4: Welfare effects of taxes, with an application to telecommunications
• Reading:

Wednesday, September 14
Lecture 5: Quotas and other government interventions, with an application to international trade
• Reading:

Unit II: UTILITY ANALYSIS

Monday, September 19
Lecture 6: Utility Analysis
• Readings:
  1. Pindyck and Rubinfeld, Microeconomics, Chapters 3, 4.1, 4.2
  2. Miller, et al, The Economics of Public Issues, Chapter 17

**Wednesday, September 21**
Lecture 7: Case
- Reading:
  1. Cardiothoracic Systems Case (HBS)

Unit III: Production and Cost
**Monday, September 26, Wednesday, September 28**
Lectures 8, 9: Production
- Readings:
  1. Pindyck and Rubinfeld, Chapter 6

**Monday, October 3 and Wednesday, October 5**
Lectures 10, 11: Costs and Supply Functions
- Reading:
  1. Pindyck and Rubinfeld, Chapters 7 and 8

**Monday, October 10**
Lecture 12: Aluminum Industry Case
- Readings:
  1. The Aluminum Industry Case in 1994 (HBS)
  2. Aluminum Smelting in South Africa: Alusaf's Hillside Project (HBS)
  3. Prepare discussion questions for aluminum case for class

**Wednesday, October 12**
Lecture 13: Review and Catch Up: Problem Solving

**MIDTERM:** Tuesday, October 18, 9:00-Noon
(NO CLASSES October 17-21)

Unit IV: Monopoly, Antitrust and Regulation

**Monday, October 24**
Lecture 14: Monopoly
- Readings:

**Wednesday, October 26**
Lecture 15: Monopoly, anti-trust, network issues
- Readings:

Unit V: OLIOPOLY

Monday, October 31
Lecture 16: Oligopoly
• Readings:
  1. Pindyck and Rubinfeld, Microeconomics, Chapter 12.

Wednesday, November 2
Lecture 17: Pricing with market power: Price discrimination
• Reading:
  1. Pindyck and Rubinfeld, Microeconomics, Chapter 11.

Monday, November 7
Lecture 18: Case
• Reading:
  1. Virgin Mobile USA: Pricing for the Very First Time (HBS)

Unit VI: COMPETITIVE STRATEGY

Wednesday, November 9
Lecture 19: Competitive Strategy
• Reading:
  1. S. Oster, Modern Competitive Analysis, Chapter 3.

Monday, November 14
Lecture 20: Case
• Reading:
  1. Lion Nathan and the Chinese Beer Industry (Stanford Case)

Unit VII: ORGANIZATION AND INFORMATION
**Wednesday, November 16**
Lecture 21: Organization of firms: vertical integration issues

- Readings:

**THANKSGIVING RECESS, November 18-27**

**Monday, November 28**
Lecture 22: Asymmetric information and incentives

- Reading:

**Wednesday, November 30**
Lecture 23: Topics in Organization and Information

- No Readings

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**Unit VIII: EXTERNALITY PROBLEMS AND PROPERTY RIGHTS**

**Monday, December 5**
Lecture 24: Externalities

- Reading:

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**Unit IX: BEHAVIORAL ECONOMICS |**

**Wednesday, December 7**
Lecture 25: Behavioral Economics

- Reading:

**Monday, December 12**
Lecture 26: Conclusion

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**FALL TERM CLASSES END DECEMBER 13**

**FINAL EXAM: MONDAY, DECEMBER 19, 9:00-NOON**
**PROBLEM SET DUE DATES**

**DUE AT 12:00 NOON UNLESS OTHERWISE NOTED**

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<td>SUPPLY AND DEMAND WITH EXCISE TAX</td>
<td>Monday, September 19</td>
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<td>Exercise #4:</td>
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