# **Syllabus**

Course Information: ECON 3620 - Industrial Organization

CRN 21562

<u>Time</u>:
Room:

MW 3:30pm - 4:45pm
Arts & Sciences 345

Professor: Dr. Alexandre Ribeiro Scarcioffolo

Office: 421 Atkinson Hall

Office Hours: MWF 1pm-2:30pm or by appointment

Meeting room https://gcsu.webex.com/meet/alexandre.scarcioffolo ( 120 827 2617)
Email: alexandre.scarcioffolo@gcsu.edu

Phone: 478-445-1804 (Office)

Course Description: This class will discuss topic related to the theory of the firm. This includes, but not restricted to, monopoly, oligopoly, price and product differentiation, and monopolistic competition. Emphasis on industry structure and performance. Includes government policies concerning regulation, control, and promotion of business enterprise.

Prerequisite: ECON 2105 & 2106, or ECON 2100.

### Readings:

• Industrial Organization Theory and Practice, 5th edition, by Don E. Waldman, Elizabeth J. Jensen (ISBN 9781138068957) - Required

#### General Course Policies and Expectations:

- I do not take attendance; however, attending class is crucial to understanding the material and thus doing well in the course.
- To create an appropriate incentive structure, I do not post notes online or provide copies of my notes. You are responsible for getting notes from a classmate when absent.
- The exams will cover the in-class notes and assigned reading material.
- I will take attendance on presentation days, and you will lose points for being late or absent without a valid excuse.
- Reading the textbook and material before coming to class is **ESSENTIAL**.
- Please visit me during office hours if questions remain after reading the relevant chapter and attending the related lecture. I am a resource for you!!!
- Students should check the school email regularly as these will be the primary forms of mass communication with the class.

**Grading:** Grading in this course will consist of a mixture of exams, homework, and presentation. These assessments will result in a total of 1,000 points possible in the course.

#### Grade Breakdown

Assignment	Max. Points
Exam#1	200
Exam#2	200
Exam#3	200
HW#1	100
HW#2	100
HW#3	100
Presentation	100
Total	1000

#### Grading Scale

Score	Letter Grade
900-1000	A
800-899	В
700 – 799	$\mathbf{C}$
600 – 699	D
000-599	$\mathbf{F}$

Exams: There are three exams in the course. Exams will be a combination of short writing and calculation questions. Questions may come from assigned readings even if it has not been explicitly covered during lecture. Likewise, questions may be from lecture material not found explicitly in the readings. Each exam will test you only on information prior to the exam in question (none of the exams are cumulative). You should work through HW, actively study your notes (i.e. "looking over your notes" is not the same thing as studying them), and read all assigned readings.

Exam Schedule

Exam	Date
Exam #1	Monday 2/07/22
Exam $\#2$	Wednesday $3/09/22$
Exam #3	Wednesday $04/27/22$

#### Exam Policy:

- There will generally not be make-up exams. Accommodations for university excused absences will be provided if I am notified prior to the exam and provided with the required documentation.
- If you either miss Exam#1 or Exam#2, I will include its weight on the next exam. If you miss the last exam (Exam#3) & have an excused absence, I will provide a make-up exam.
- You cannot use any electronic device during the exams. If a student is observed with cell phone, smart watch, or earphones out during an exam, he or she will automatically receive a zero on that exam.

- The use of calculator is allowed.
- Exams will take place in our regular classroom at the regular class time and will be closed book. Students must take exams with their section of the class
- Once you enter the classroom and receive an exam, you may not leave the classroom.
- Students **WILL NOT** have exams handed out after the first student hands in his/her exam.

Homework: There will be 3 homework. The homework will be posted on GAView. Assignments will be due at the beginning of class. There will be NO LATE ASSIGNMENTS ACCEPTED FOR ANY REASON. The collaboration of students to complete the homework is encouraged, however, each student must turn in his/her own homework. I will not accept group homework under any circumstances.

#### Homework Schedule

Homework	Due Date	Points
HW# 1	2/02	100
HW# 2	3/07	100
HW# 3	4/25	100

Presentation: In order to help you improve your research and oral communication skills, students will be required to present the organizational structure of a specific sector. For example, you can choose the Airline sector and discuss the how the sector is organized, price structure, etc. You will have 15 minutes to present to the class (using PowerPoint slides), with 2-4 minutes of questions from the audience. You will be graded on the quality of information presented, presentation slides, presentation quality, and the quality of answers to questions from the audience. You should upload your slides to the appropriate folder in GA View prior to your presentation. Presentation days will be assigned after everyone has a sector. I will take attendance during presentations and dock your grade if you miss the presentations of other students without an excused absence. I will provide additional details later in the semester. You will have ample time to prepare. You have until March 7th to choose your sector, otherwise, I will choose for you.

I reserve the right to award, at my discretion, extra credit for class attendance, extra credit quizzes, and any other various and sundry academic events and activities throughout the course of the semester. These extra credit opportunities will be announced as appropriate.

#### Contacting the Instructor and Email Etiquette:

The best time to ask questions is in class! Outside of class, the best way to reach me is via email. I will respond to emails in a timely manner – in most cases within a few hours. However, be aware that you are unlikely to get responses outside of regular business hours.

Professional email communication is an important skill for career success. I will always send professional emails when communicating with the class or with individual students and I expect that you will do the same when contacting me. When sending me an email, please compose it in a professional manner (an example is shown below) using complete sentences. To avoid it being sent to my spam box, please also ensure that "ECON 3840" is in the subject line; in addition, I suggest sending from a GCSU email address. It is also very important that you provide your full name, as many of your email addresses do not tell me who you are.

Subject: ECON 3620

Alex,

I am a student in your Econ 3620 class and I would like to set up an appointment on Thursday, 1/10, to discuss the material covered in class last week. I am available from 9 a.m. to 1:30 p.m.

 $Thank\ you.$ 

Jane Doe

COVID-19 Statement: The health and safety of our community will always remain our top priority. Although not required, we strongly encourage students to get a COVID19 vaccine. Similarly, unvaccinated individuals are also strongly encouraged to continue wearing a mask or face covering in the classroom as well as at social gatherings. Vaccinated individuals may also want to consider wearing a mask or face covering while indoors. In an effort to assist students with getting vaccinated, Student Health Services will be offering on-going vaccination clinics on campus starting during our Weekend of Welcome. For more information, contact Student Health Services at 478-445-3142 or via Email. Please consult the university's website for COVID related updates and resources.

GC Keeps Learning: To help students adapt to the changing learning environment, Georgia College has developed a website of resources, tips, virtual tools, and access to help. Included in this site are tutorials for GeorgiaVIEW, area access to Wi-Fi, academic support tools, and tips for online learning (https://www.gcsu.edu/gckeepslearning).

Writing Center: Aside from one-on-one meetings with teachers during office hours, the best way to improve your writing is to work with writing consultants at the Writing Center. Writing consultants will work with any student writer working on any project in any discipline. To learn more about Writing Center locations, hours, scheduling and services, please go to https://www.gcsu.edu/writingcenter.

Academic Dishonesty: The integrity of the classes offered by any academic institution solidifies the foundation of its mission and cannot be sacrificed to expediency, ignorance, or blatant fraud. Therefore, I will enforce rigorous standards of academic integrity in all aspects and assignments of this course. For the detailed policy of Georgia College & State University regarding the definitions of acts considered to fall under academic dishonesty and possible ensuing sanctions, please see the Student Conduct Code. Any student who commits any act of academic dishonesty will automatically receive a grade of "F" in this course.

# Lauren's Promise

## I will listen and believe if someone is threatening you

Lauren McCLuskey, a 21-year-old honors student athlete, was murdered on 2018 by a man that she briefly dated on the University of Utah campus. We must all take action to ensure that this never happens again.

If you are in immediate danger, call 911.

If you experiencing sexual assault, domestic violence, and/or stalking, please report it to the Title IX Coordinator by calling the Office of Legal Affairs at (478) 445-2037 during business hours. You can also call Georgia College Police at (478) 445-4400 (emergency assistance) to report a possible assault. Off-campus resources include the Crisis Line and Safe House of Central Georgia, their 24/7 hotline number is (478) 745-9292 and the Bright House at (478) 250-8566, their 24/7 crisis hotline number is (770) 477-2177. You can also contact Counseling Services during business hours at (478) 445-5331. For confidential reporting options, please visit this https://www.gcsu.edu/titleix/filing-complaint.

Table 1: Detailed Outline

Date	Topics	Reading/Acvitiy
10-Jan	Syllabus and Intro	Ch 1
12-Jan	Firm Theory	Ch 2
17-Jan	Martin Luther King Jr Holiday	No Class
19-Jan	Firm Theory	Ch 2
24-Jan	Competition and Monopoly	Ch 3
26-Jan	Competition and Monopoly	Ch 3
31-Jan	Market Structure	Ch 4
2-Feb	Market Structure	Ch 4/HW#1 due in class
7-Feb	Exam#1	Exam#1
9-Feb	Game Theory	Ch 6
14-Feb	Game Theory	Ch 6
$16 ext{-Feb}$	Cournot	Ch 7
21-Feb	Stackelberg	Ch 7
23-Feb	Bertrand	Ch 7
28-Feb	Collusion	Ch 13
2-Mar	Collusion	Ch 13
7-Mar	Collusion	Ch 13/ HW#2 due in class/Industry selection
9-Mar	$\mathrm{Exam}\#2$	Exam#2
14-Mar	Spring break	No Class
$16 ext{-} ext{Mar}$	Spring break	No Class
21-Mar	Pricing Strategies	Ch 14
23-Mar	Non-Pricing Strategies	Ch 15
28-Mar	Product Differentiation	Ch 10
30-Mar	Product Differentiation	Ch 10
4-Apr	Advertising	Ch 11
6-Apr	Technological changes and R&D	Ch 16
11-Apr	Technological changes and R&D	Ch 16
13-Apr	Price Discrimination	Ch 9
18-Apr	Price Discrimination	Ch 9
20-Apr	Vertical Integration	Ch 12
25-Apr	Regulation	Ch 23/HW#3 due in class
27-Apr	Exam#3	Exam#3
2-May	Last class - Review Presentations	
3-May	Presentation - 3:30 pm-5:45 pm	Presentation - 3:30 pm-5:45 pm