

Econ 308: Managerial Economics/Strategy

Spring 2024

Section 001

Instructor: Colin Kielcheski Sides

Class Time: Monday & Wednesday 3:00PM-4:15PM

Location: Nguyen Engineering Building Room 1108

Email: csides@gmu.edu

Office Hours: By request. In person Monday and Wednesday 1:00PM-2:30PM. On Zoom other week days.

Course Overview:

Analysis of business strategic situations such as pricing strategy, incentives, contracts, game theory, and vertical & horizontal integration.

Textbooks:

Carlton, D. W., & Perloff, J. M. (2005). Modern industrial organization. Boston: Pearson/Addison

Wesley. Dixit, A. K., & Nalebuff, B. (2008). The art of strategy: A game theorist's guide to success in business & life. New York: W.W. Norton & Company. Recommended

Grading:

Course Grading will be based on four homework, two mid term tests, and a final exam.

The homework will be designed to help you practice the concepts and models in the course. Grades for late homework will be reduced by 20% per day late of due date. Rescheduling test dates due to schedule conflict must happen **before** exam period.

Homeworks	30%
Midterm 1	20%
Midterm 2	20%
Final Exam	30%

Exams:

Midterm 1: (2/14)

Midterm 2: (4/01)

Final Exam: (By GMU)

All Exams are cumulative. Please note: The Final Exam date is set by the University.

Participation:

Please understand; while I am not grading on class participation or attendance, it is very unlikely you can pass this class without being present for the lectures and participating in discussion and clarification. I highly recommend using my office hours or contacting me by email whenever a topic remains elusive for you.

Grading Scale:

A+ (100-96), A (95-93), A- (92-90), B+ (89-87), B (86-83), B- (82-80), C+ (79-77), C (76-73), C- (72-70), D (69-60), F (59-0)

Honor Code:

*To promote a stronger sense of mutual responsibility, respect, trust, and fairness among all members of the George Mason University community and with the desire for greater academic and personal achievement, we, the student members of the university community, have set forth this honor code: **Student members of the George Mason University community pledge not to cheat, plagiarize, steal, or lie in matters related to academic work.***

A full reading of the Honor Code and the associated system can be found at [our website](#).

Allegations of academic misconduct against undergraduate students are governed solely by the university honor code, except for sponsored research activities which are governed by this policy." Questions related to research misconduct that fall under this category should be directed to the Office of Research Integrity and Assurance at the following link: <https://rdia.gmu.edu/topics-of-interest/research-misconduct/>.

Students With Disabilities:

If you are a student with a disability and you need academic accommodations, please contact the Office of Disability Resources at 703-993-2474. All academic accommodations must be arranged through that office.

Campus Closure

If the campus closes or class is canceled due to weather or other concern, students should check the class webpage and monitor their email for updates on how to continue learning and information about any changes to events or assignments.

Schedule:

-Week 1: Course Overview
(MIO) Chapter 1

-Week 2: The Firm and Costs & Competition
(MIO) Chapter 2 & 3

-Week 3: Monopoly, Monopsony, and Dominant Firms
(MIO) Chapter 4
HW 1

-Week 4: Cartels & Oligopoly
(MIO) Chapters 5 & 6

-Week 5: Product Differentiation and Monopolistic Competition
(MIO) Chapter 7
HW 2

-Week 6: Industry Structure and Performance
(MIO) Chapter 8
Exam 1

-Week 7: Price Discrimination & Advanced Topics in Pricing
(MIO) Chapters 9 & 10

-Week 8: Strategic Behavior
(MIO) Chapter 11

-Week 9: Vertical Integration and Vertical Restriction
(MIO) Chapter 12
HW 3

-Week 10: Information & Advertising and Disclosure
(MIO) Chapters 13 & 14

-Week 11: Decision Making Over Time: Durability
(MIO) Chapter 15
Exam 2

-Week 12: Patents and Technological Change & How markets Clear: Theory and Facts
(MIO) Chapter 16 & 17
HW 4

-Week 13: International Trade
(MIO) Chapter 18

-Week 14: Antitrust laws and Policy
(MIO) Chapter 19

-Week 15: Regulation and Deregulation
(MIO) Chapter 20

Final Exam Period _____