

**SYLLABUS: ECONOMICS 160  
INDUSTRIAL ORGANIZATION  
FALL 2019**

INSTRUCTOR: Professor Craig Gallet  
OFFICE: Tahoe 3024  
PHONE: 278-6099; 278-5768 (Fax)  
E-MAIL: [cgallet@csus.edu](mailto:cgallet@csus.edu)  
WEBSITE: <https://www.csus.edu/indiv/g/galletc/>  
OFFICE HOURS: T, TH: 8 – 9AM, T: 12 – 1PM

PREREQUISITES: Economics 1B and Math 24 (or Math 26A or Math 30) with minimum grade of C

MATERIALS: Required: Industrial Organization: Theory and Practice, 4th ed., by Waldman and Jensen.  
Required: Overheads to Accompany Lectures.

GRADING:

	<u>Percentage of Course Grade</u>
Three Exams	70%
Six Quizzes	20%
Homework Assignments	10%

<u>Percentage of Weighted Points Possible</u>	<u>Grade Range</u>
90-100	A's (A, A-)
80-89	B's (B-, B, B+)
70-79	C's (C-, C, C+)
60-69	D's (D-, D, D+)
< 60	F's

Note: If scores are below expectations, the instructor reserves the right to “adjust the curve” accordingly.

Regarding homework assignments, they are graded on a plus (+), check (T), or minus (-) system. As long as you receive a plus or a check, then you will receive full credit. However, a minus will give you no credit. Furthermore, no late homework's will be accepted.

Each quiz will be at the beginning of class and will consist of several multiple choice and/or true/false questions. Your lowest quiz score will be “dropped” and not factored into the computation of your grade.

Regarding examinations, each will consist of a mixture of multiple choice and true/false questions, as well as several short answer problems. Please purchase Scantron sheets (Form No. 882-E) to bubble in your answers on exams and quizzes, and make sure to bring a #2 pencil, as well as a non-programmable calculator, with you on exam and quiz days.

**IMPORTANT DATES:**

Quiz 1:	Thursday, September 5
Quiz 2:	Thursday, September 19
Exam 1:	Thursday, September 26
Quiz 3:	Thursday, October 10
Quiz 4:	Tuesday, October 22
Exam 2:	Tuesday, October 29
Quiz 5:	Thursday, November 14
Thanksgiving Week (No class):	TR, November 26 and 28
Quiz 6:	Tuesday, December 3
Exam 3:	Finals week (December 9 – 13)

**PURPOSE:**

The purpose of this course is to introduce students to the area of economics known as industrial organization. As its name suggests, industrial organization focuses on the organization (and interaction) of firms in industries.

How do firms behave in various industry settings? What are the factors that contribute to firm behavior? What policies has the government used to modify firm behavior? These are key questions industrial organization economists seek to answer. Following in the footsteps of these economists, this course will also focus on these three questions.

**LECTURE OUTLINE**

- A. Economics Primer – Chapters 1 – 3
- B. Game Theory Primer – Chapter 7
- C. Market Structure – Chapter 4
- D. Firm Conduct – Chapters 5, 8 – 12, 13 (skim), 14 (skim), 16
- E. Empirical Evidence – Chapter 6
- F. Vertical Boundaries – Chapters 17
- G. Technological Change – Chapter 15
- H. Buyer Concentration