

**Economics 761**  
**Industrial Organization II**  
**Spring 2013**

Professor Alan Sorensen  
Office: 6454 Social Science  
Office hours: Wednesday 2:30-4:00pm, or by appointment

**Course overview**

The purpose of this course is to train and prepare students to conduct research in the field of Industrial Organization (IO). We will emphasize topics and methods that have been active areas of research in recent years. Students will be expected to contribute to each others' learning by reading assigned papers carefully and actively engaging in class discussions.

Since one of the main objectives of the course is to help students begin authoring research papers, some class time (toward the end of the semester) will be devoted to student presentations of their own preliminary research ideas.

The assignments in the course will be a mix of problem sets, referee reports, and in-class presentations. Grades will be based on performance on these assignments, as well as overall engagement and contribution to class discussion.

The following is a tentative list of topics to be covered. We may add some topics and/or change the order as the semester progresses.

1. Nonlinear pricing and price discrimination
2. Industry dynamics
3. Estimating single-agent and multi-agent dynamic models
4. Vertical restraints and vertical contracting
5. Empirical models of bargaining
6. Innovation and technology adoption