

EE481: Industrial Economics

Overview

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Contact Information

- My office: Room 525, Economics Department
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- Office hours: Wednesday (11 am - 12noon) or by appointments (email me)

Textbooks

- Textbooks

- Carlton, D.W. and J.M. Perloff, *Modern Industrial Organization*, 4th Edition, Pearson Addison-Wesley Press, 2005. (Maintext, abbreviation = CP)
- Rasmusen, E., *Games & Information*, 3rd. Edition, Backwell, 2001.
- Church, J. and R. Ware, *Industrial Organization: A Strategic Approach*, International Edition, McGraw-Hill Press, 2000. (Supplement text, CW)
- Tirole, J., *Industrial Organization*, The MIT Press, 1989.

Other Readings

- Harvard Business Review (<http://hbr.org/>)
- The Economist (<http://www.economist.com/>)
- Prachachat Online (<http://www.prachachat.net/>)
- Bangkokbiznews (<http://www.bangkokbiznews.com/home/>)

Grading

- 10% Homework and Pop quizzes
- 15% Short Essays (2 people, count the best 2 out of 3)
- 5% Group Presentation at the end of the term (5-6 people, on a case study)
- 30% Midterm Exam
- 40% Final Exam

The Works

- Late homework = 50% of the earned points
- Essays = 3 pages (double spaced). Should include proper reference. Otherwise, you will get an “F”. Late essays not accepted. The best 2 of 3 counts.
- Presentation = a group of 5-6 students present their solution to a case study. The presentation takes at most 15 minutes. Overtime is punished by 2 minutes = 1%.
- Pop quizzes = every time students talk while I teach. Otherwise, the 5% is yours for free.

The Purpose of this Course

- The purpose of this course is **NOT** to teach you how to do business.
- This course will teach you how to apply economics theory to explain firms behaviors.
- This course will enable you to view business situations from the society's perspective using economics tools.
- Most importantly: “What matters is how much you learn, not how much I teach.”

Explain the pricing of Thai Airways and Nok Air

- Price starts from 955 THB/trip.
- Book from 14-19 Aug 2015, Travel between 1-30 Sep 2015.




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- Book 14-19 Aug 2015, Travel between 24 Aug 2015 and 31 Jan 2016!



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Explain the pricing of Thai Airways and Nok Air

- Price starts from 490 THB/trip.
- Book now-16 Aug 2015, Travel between 11 Aug 2015 and 31 Jan 2016!
- Why such a harsh competition?



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490

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Travel 11 Aug 2015 - 31 Jan 2016
Terms and conditions apply.

BOOK NOW

What is Industrial Organization?

- “The Study of the structure of firms and markets and of their interactions” (Carlton and Perloff, 2005)
 - For example: a study of how **convenient store chains** in Thailand **compete** in the **grocery market**.
 -
 -
 -
 - Or .. a study of how **car companies** set price of their products.

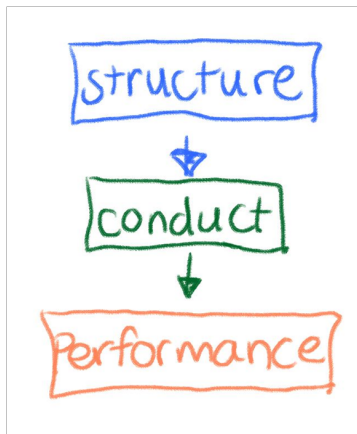
Major tools used in this course

- 1 Structure-Conduct-Performance (SCP)
- 2 Game Theory
- 3 Price Theory
- 4 Transaction Costs Theory

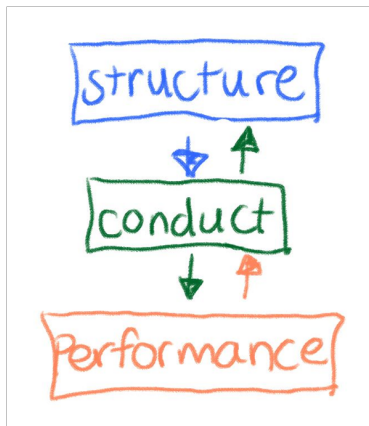
Structure-Conduct-Performance

- Structure = Factors that determines competitiveness of the market, i.e. number of firms, barriers to entry, etc.
- Conduct = behavior of firms, i.e. whether they are collusive, type of competition strategies used, etc.
- Performance =

Structure-Conduct-Performance



Structure-Conduct-Performance



What will you learn in this course?

- 1 Learn how to analyze the **market structure** of an industry
 - Monopoly, duopoly, oligopoly, perfect competition
 - Barriers to entry
 - Product differentiation
 - Vertical integration
- 2
 - Collusion, Merger, Advertising, R&D, Pricing behavior, etc.
- 3 Learn how we can assess firms' **performance** from the society's point of view
 - Price, Production Efficiency, Equity, etc.
- 4 Learn what the government can do in order to promote for more desirable outcomes (**performance**).
 - Anti-trust policy, Government Regulation

Questions we will explore (for example)

- Why do firms offer price match deals?
-
- Why do firms form a cartel?
-

The Objective of a Firm

What do you think is the main objective of a firm?

The Objective of a Firm

- Firm = an organization that transforms inputs into outputs
- Neo-Classical Theory of the Firm (**we use this theory in this course**)
 - Most firms maximize profits
 - Firms utilize its resources in the most efficient way
-

Ownership and Control

Who own firms?

Ownership and Control

Three Basic Forms of Ownership

- 1 Sole proprietorships - owned by 1 owner
- 2 Partnerships - owned by multiple owners
- 3 Corporations - companies whose capital is divided into shares. A corporation raises funds through two channels

- 1

- 2

Separate Ownership and Control

If the owners are not the ones who run everything,
how do you think the owners should control their firm?

Separate Ownership and Control

- Managers (employees) may not have an incentive to maximize the owners' (shareholders') profits.
- The owners have to find ways to make the managers maximize their owners' interests.

How?

- Use performance-related benefits (compensation depends on company's performance).
 - profits
 - ranking
 - revenue
 - etc.

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How do firms grow?



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Size of Firms, Mergers and Acquisitions

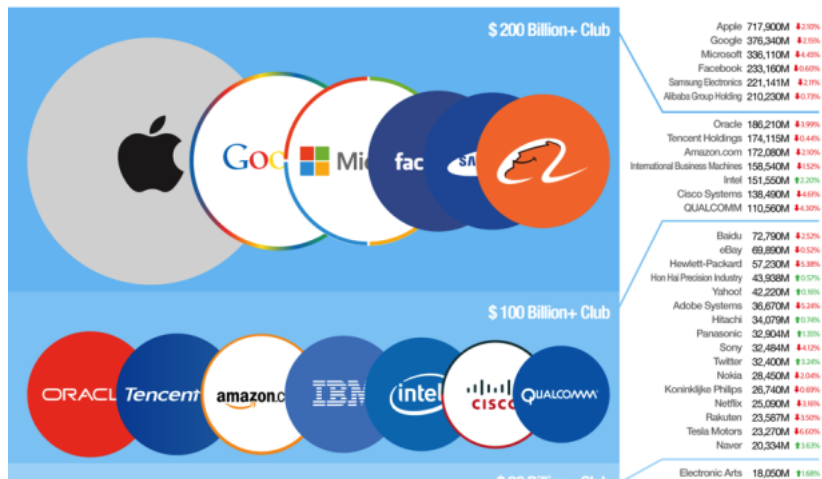
- Smaller firms are easier to administer but larger firms can 1) do more activities and 2) experience economy of scale/scope.
- How do firms increase their size?
 - Keep accumulating assets and invest
 - Vertical Merger
 -
 - Conglomerate Merger

Why do firms grow?

WEEKLY

March 27, 2015

Market Capitalizations of Leading Tech Companies



Types of Costs (you should know about this already)

- Firms minimize costs in order to operate efficiently. However, what kind of cost it minimizes? Some important types of costs:
 - 1 Fixed Costs (F)
 - 2 Variable Costs (VC)
 - 3 Total Costs ($C = F + VC$) or ($TC = F + VC$)
 - 4 Average Cost ($AC = \frac{C(q)}{q}$) or ($ATC = \frac{TC(q)}{q}$)
 - 5 Average Variable Cost ($AVC = \frac{VC(q)}{q}$)
 - 6 Average Fixed Cost ($AFC = \frac{F}{q}$)

Types of Costs (Fill in the Blank)

Output	F	AFC	VC	AVC	TC	ATC	MC
0	100	-	0	-	100	-	-
1	100	100	10		110		10
2	100		19	9.5	119	59.5	
3	100	33.3	25	8.3	125	41.7	6
4	100		32		132	33	
5	100		40	8.0		28	8
6	100	16.7	49	8.6	149	24.8	
7	100	14.2	60	9.1		22.9	11
8	100	12.5	73	9.8	173	21.6	13
9	100	11.1	88	10.8	188	20.9	

Short Run vs. Long Run

- Short Run - not enough time to change the factors of production or production technology.
- Long Run - long enough time to allow change in the factors of production or production technology.

Economy of Scale

- Economies of scale (or increasing returns to scale) - AVC falls as output increases
- Constant returns to scale - AVC is constant
- Diseconomy of scale (or decreasing returns to scale) - AVC increases as output increases
- Minimum Efficient Scale (MES) - the minimum units of output required to produce in order to achieve the lowest long-run average cost.

Indivisibilities Create Economies of Scale

- 1 Long-run fixed costs, Set-up costs
- 2 Specialized resources and the division of labor
- 3 Volumetric returns to scale
- 4 Economies of massed reserves

Economy of Scope

- There are positive spillovers (cost-saving, cost-sharing) effects when 1 firm produces more than 1 type of products.

$$C(q_1, q_2) < C(q_1, 0) + C(0, q_2),$$

where $C(\bullet)$ is the cost function, q_1 is output of product 1, q_2 is output of product 2.

Reference and Further Reading I



Carlton, D.W. and J.M., Perloff.
Modern Industrial Organization. 4th Edition.
Pearson Addison Wesley Press, 2005.



Church, J. and R. Ware.
Industrial Organization: A Strategic Approach. International Edition.
McGraw-Hill Press, 2000.