This course sequence provides a graduate-level introduction to Industrial Organization (IO). It is designed to provide a broad introduction to topics and industries that current researchers are studying as well as to expose students to a wide variety of techniques. It will start the process of preparing Ph.D. students to conduct thesis research in the area.

Lectures: Monday/Wednesday 11:00-12:50, KGH 1410

Course Web Page: see Canvas

Grading will be based on several problem sets and a final exam. We will not discuss all of the papers on the reading list, but we expect you to read all of the papers we discuss in detail in class. This reading list is intended to be a reference for the future, and it includes some topics that we will not have time to cover. Students are encouraged to contact us if there are particular topics that are particularly suited to their interests.

The plans for how the course will be run are described below. However, we may modify various aspects, depending on campus restrictions, as well as feedback we receive from you and our own evaluations. We always welcome feedback on how to improve the course, and your feedback is especially welcome this year.

As per University requirements, classes will be online for the first two weeks of the quarter. After that, the plan is for all lectures and office hours to be conducted in person.

We will post copies of the slides used during lectures before the topics are covered in class. You may find it useful to download or print out hard copies of the lecture slides before attending lectures in order to review the material in advance and/or to take notes during the lecture. The slides contain material that will be covered in class, as well as supplemental material. As far as the exam is concerned, you are only responsible for the material covered in class.
I. General References


II. Additional Topics in Demand Estimation (Illanes)


III. Pass-Through (Illanes)


IV. Non-Parametric Identification of Demand (Illanes)


S. Berry and P. Haile, “Foundations of Demand Estimation,” HIO4, Chapter 1.


V. Computation (Illanes)
VI. Market Structure (Porter)

I. Entry Models


2. Entry and Product Quality


Vehicles,” AER, June 2018, 1364-1406.

3. **Entry Deterrence**


4. **Entry, Growth, and Turnover**


VII. Price Discrimination and Price Dispersion (Porter)

1. Price Discrimination


L. Stole, “Price Discrimination and Competition,” HIO3, Chapter 34.


H. Varian, “Price Discrimination,” HIO1, Chapter 10.


2. Bargaining


3. **Search**


4. **Bundling**


VIII. Advertising and Information Disclosure (Porter)


M. Grennan and A. Swanson, “Transparency and Negotiated Prices: The Value of Information in Hospital-Supplier Bargaining,” JPE, April 2020, 1234-68.


R. McDevitt, “’A’ Business by Any Other Name: Firm Name Choice as a Signal of Firm Quality,” JPE, August 2014, 909-44.


IX. Auctions – Part 1 (Porter)

1. Structural Analysis of the Standard Model

Theory


Empirics


2. Tests of the Theory


3. Unobserved Heterogeneity


4. Entry Effects in Auctions


5. Other Extensions of the Standard Model


6. **Auctions of Multiple Objects**


7. Collusion in Auctions


X. Moment Inequalities (Illanes)

Partial Identification: An Introduction


**Reduced-form Approach**


**Revealed-Preference Moment Inequalities: Theory**


**Inference in Moment Inequality Models**


**Revealed-Preference Moment Inequalities: Applications**


Other Moment Inequality Estimators for Discrete Choice Models


K. Ho, and A. Pakes, “Hospital Choices, Hospital Prices, and Financial Incentives to Physicians,” AER, December 2014, 3841-84.


Moment Inequalities and Strategic Interactions
