

ECON 370-002  
Art and Design Building 2026  
MWF 10:30AM-11:20 AM

Professor Darwyn Deyo  
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Office Hours  
MW 11:30-12:30pm  
ENT Workstation 342

# Industrial Organization Syllabus

## Spring 2015

### Prerequisites

ECON 306. Students are also expected to be familiar with algebra and very basic calculus.

### Textbook

Dennis W. Carlton and Jeffrey M. Perloff, *Modern Industrial Organization* (4<sup>th</sup> edition).  
David Friedman, *Hidden Order: The Economics of Everyday Life* (1<sup>st</sup> edition).

### Course Focus

Topics will include the models of monopolies, pricing decisions, and information and advertising, as well as the main theories of market structure, firm strategy, and economic performance. Students will be expected to explain how theory and evidence shape U.S. market structures and government regulation. Goals for the course include deepening your understanding of concepts learned in the Principles of Microeconomics, introducing you to a range of new analytical tools and models, and helping you gain facility with using these tools in an active manner.

### Grading and Exams

The final grade in the course will be based on the following weights:

Category	Weights
Homework Assignments	10%
Writing Assignments	10%
Seminar Participation	10%
First Midterm	15%

Second Midterm	20%
Final Exam	35%

These weights are fixed - improvement in other categories will not raise your grades elsewhere. All issues with rescheduling exams must be resolved one week beforehand or handled through the Disability Resource Center.

### **Grading Scale**

A: 95-100 A-: 90-94

B+: 87-89 B: 85-86 B-: 80-84

C+: 77-79 C: 75-76 C-: 70-74

D: 60-69

F: <60

### **Participation in Weekly Seminars**

Most Fridays we will have a seminar-based class, in which we discuss the readings for that week. This includes both the Carlton & Perloff chapters which you should read for Monday and Wednesday, as well as the Friedman chapters that specifically relate to the seminar. Your writing assignments are in part preparation for the seminar class that week, participation in which goes towards your final grade. These seminars are an opportunity for you to raise critical questions about industrial organization topics and think outside the box.

### **Homework Assignments**

There will be four homework assignments during the semester, which will entail critical thinking and mathematical problems. Homework is due at the beginning of the Monday class after it is assigned. Joint work is not permitted. You may discuss ideas, help each other with material in general, but what you ultimately submit must be your own work. I require a hard copy of all assignments. Homework may not be submitted over email. Late homework will not be accepted. To maximize credit, show all your work.

### **Writing Assignments**

Every week that we have a Friday seminar class, you will turn in a writing assignment. The writing assignment is due at the start of the class on Friday and is based on your readings for that week. These writing assignments should run between 1 to 1.5 pages long, Times New Roman font, size 12. In these writing assignments, you will pose two *interesting* questions and then answer those questions well. I will suggest topics for you to consider in your weekly assignment but you may branch out into topics that particularly interest you. Credit will be

given based on the questions you ask and how well you answer them. Points will be deducted for sloppy spelling and grammar.

A digital copy of your weekly writing assignment must be email to me at [ddeyo@gmu.edu](mailto:ddeyo@gmu.edu) by midnight Thursday before class on Friday. It is your responsibility to ensure that the digital copy gets to me; if you do not turn in your assignment on Friday and your digital copy fails to open in my email, you will receive zero credit for that week's assignment.

### **Midterm and Final Exams**

There will be two midterms and a final in this course. There will be no make-up exams. If a student must miss an exam, this should be discussed with me ahead of time. In the event of an emergency, students should email me immediately. Please note that if a student misses an exam and I have not accepted a student's excuse, a grade of "0" will be given. If the absence is excused, one may replace the exam grade of zero with the grade received on the final.

### **Office Hours**

The best way to contact me is by email at [ddeyo@gmu.edu](mailto:ddeyo@gmu.edu). Office hours are Monday and Wednesday, 11:30-12:30pm, on the third floor of Enterprise, Workstation 342. These hours are subject to change. You can also email me with questions or to schedule an appointment.

### **Course Schedule**

My proposed schedule for the semester follows. If it proves too ambitious, I will try to simply say less about each topic rather than cut the topics for the final weeks.

#### **Course Readings (Carlton & Perloff)**

January 21-23: Introduction (Chapters 1 & 2)

January 26-30: Monopolies & Cartels (Chapter 4)

February 2-6: Market Structure I (Chapter 5)

February 9-13: Market Structure II (Chapter 6)

February 16-20: Product Differentiation (Chapter 7)

*February 23: First Midterm Exam*

February 25-March 6: Price Discrimination (Chapters 9 & 10)

*March 9-13: Spring Break*

March 16-March 20: Information & Advertising I (Chapter 13)

March 23-March 27: Information & Advertising I (Chapter 14)

March 30-April 3: Markets Over Time I (Chapter 15)

April 6-10: Markets Over Time II (Chapter 16)

*April 13: Second Midterm Exam*

April 15-24: Government Policies & Their Effects I (Chapter 19)

April 30-May 4: Government Policies & Their Effects II (Chapter 20)

May 6: Final Exam

### **Seminar Readings (Friedman)**

January 30: Chapters 3 & 4

February 6: Chapters 1 & 2

February 13: Chapter 11

February 20: Chapters 5 & 7

March 6: Chapters 9 & 10

March 20: Chapter 15

March 27: Chapter 16

April 3: Chapter 12

April 10: Chapter 13

April 24: Chapter 17

May 1: Chapter 19

### **Other Key Dates**

First Day of Classes—January 20

Last Day to Drop Classes – February 20

1st Midterm— February 20

Spring Break – March 9 to 13

2nd Midterm— April 13

Last Day of Classes—May 4

Reading Day – May 5

Final Exam— May 6, 10:30 am – 1:15 pm

### **Student Resources**

The GMU Writing Center, located in Robinson Hall A, Room 114, can help with academic writing. The GMU Math Tutoring Center, located in the Johnson Center, Room 344, specializes in general help for freshman/sophomore math classes. It is staffed by upper division mathematics majors and graduate students. The Economics Department also provides free tutoring several times a week, located on the 3<sup>rd</sup> floor of Enterprise.

### **Academic Honesty**

I take academic honesty very seriously and will follow the policies as published by George Mason University. These policies are online and available at: <http://oai.gmu.edu/honor-code/>.

It is the responsibility of the student to read and understand what constitutes a violation of the honor code. Claims of ignorance cannot be used to justify dishonest behaviors. All instances of academic dishonesty will be reported through the appropriate channels. In this course, any student caught engaging in activities which violate the honor code as written by the University will receive a semester grade of "F" for this course.

### **Disability Notice**

If you are a student with a disability and you need academic accommodations, please see me and contact the Disability Resource Center (DRC) at 703.993.2474. All academic accommodations must be arranged through that office.

### **Other Class Policies**

Students will show respect at all times for others. Class will begin on time and end on time. As such, students are expected to be on time.

### **Communication**

Mason uses only Mason e-mail accounts to communicate with enrolled students. Students must activate their Mason e-mail account, use it to communicate with their department and other administrative units, and check it regularly for important university information including messages related to this class. See <http://masonlive.gmu.edu> for more information.

### **Electronic Devices**

So as to minimize any disruption to class, please ensure that any electronic devices you bring with you to class are set to not produce any sounds during class. This includes setting cell phones to vibrate or silent and muting the speakers on laptops. Students using their cell phones or laptops for non-class related activities will be asked to leave the room.

### **Severe Weather Policy**

If severe weather is expected in the area, please refer to the University website to check the status of classes. Changes will be made to meet course objectives in the event class is cancelled.

### **University Policies**

The University Catalog, <http://catalog.gmu.edu>, is the central resource for university policies affecting student, faculty, and staff conduct in university academic affairs. Other policies are available at <http://universitypolicy.gmu.edu>. All members of the university community are responsible for knowing and following established policies.