

ECONS 594, INDUSTRIAL ORGANIZATION, FALL 2020

PRESENTATIONS OF PUBLISHED ARTICLES

Presentation instructions. Each student will present two published articles. Your presentation should be about 40 minutes per article, leaving at least 5 minutes for questions. I recommend 25-30 slides per article.

1. Jiaying Wang (Lucy), Oct. 13th.

- a. Chen, Y., "Paying Customers to Switch," *Journal of Economics and Management Strategy* 6, 1997, pp. 877-897.
- b. Varian, H., "A Model of Sales," *American Economic Review* 70, 1980, pp. 651-659.

2. Almira Salimgarieva, Oct. 15th.

- a. Heyes, A., Kapur, S. (2012) "Community pressure for green behavior," *Journal of Environmental Economics and Management*, 64, pp. 427-441
- b. Heyes, A., Oestreich, A. (2018) "A theory of social license when regulatory pressure is jointly produced by an EPA and an NGO," *Journal of Regulatory Economics*, 54, pp. 219-243.

3. Kairon Garcia, Oct. 20th.

- a. Joskow, Paul and Jean Tirole (2006) "Retail electricity competition." *Rand Journal of Economics*, 37(4), pp. 799-815.
- b. Borenstein S. (2012) "Effective and Equitable Adoption of Opt-In Residential Dynamic Electricity Pricing." *Review of Industrial Organization*, 42(2), pp. 127-160.

4. Nam Nguyen, Oct. 22nd.

- a. Marino, Anthony M., and Ján Zábajník (2006) "Merger, Ease of Entry and Entry Deterrence in a Dynamic Model," *Journal of Industrial Economics*, vol. 54(3), pp. 397–423.
- b. Werden, Gregory J., and Luke M. Froeb (1998) "The Entry-Inducing Effects of Horizontal Mergers: An Exploratory Analysis," *Journal of Industrial Economics*, vol. 46(4), pp. 525–543.

5. Magdana Kondaridze, Oct. 27th.

- a. De Nijs, R., 2017. "Behavior-based price discrimination and customer information sharing," *International Journal of Industrial Organization*, Elsevier, vol. 50(C), pp. 319-334.
- b. Jentzsch, N., G. Sapi, and I. Suleymanova (2013) "Targeted pricing and customer data sharing among rivals," *International Journal of Industrial Organization*, vol. 31, pp. 131-144

6. William King, Oct. 29th.

- a. Church, J. and N. Gandal (1993) "Complementary Network Externalities and Technological Adoption," *International Journal of Industrial Organization*, 11, pp. 239-260

- b. Economides, N. (1989) "Desirability of Compatibility in the Absence of Network Externalities," American Economic Review, 79, pp. 1165-1181.
- 7. **Jaeyoung Hwang, Nov. 3rd.**
 - a. Becker, G. and K. Murphy (1993) "A simple theory of advertising as a good or bad," Quarterly Journal of Economics, 941-65
 - b. Johnson, J.P. and D.P. Myatt (2006) "On the simple economics of advertising, marketing, and product design," American Economic Review, 756-84.
- 8. **Grishma Manandhar, Nov. 5th.**
 - a. Mahenc, P. (2008) "Signaling the environmental performance of polluting products to green consumers." International Journal of Industrial Organization, 26, pp. 59-68.
 - b. Baksi, S., and P. Bose (2007) "Credence Goods, Efficient Labelling Policies, and Regulatory Enforcement." Environmental and Resource Economics, 37, pp. 411-430.
- 9. **Wisnu Sugiarto, Nov. 10th.**
 - a. Carlton, D., M. Israel, I. MacSwain, and E. Orlov (2019) "Are legacy airline mergers pro- or anti-competitive? Evidence from recent U.S. airline mergers," International Journal of Industrial Organization, 62, pp. 58-95.
 - b. Luttmann, A. (2019) "Evidence of directional price discrimination in the U.S. airline industry," International Journal of Industrial Organization, 62, pp. 291-329.
- 10. **Mingyi Yang, Nov. 12th.**
 - a. Hart, O., and J. Moore "Property Rights and the Nature of the Firm," Journal of Political Economy 98, 1990, pp. 1119-1158.
 - b. Holmstrom, B. and P.R. Milgrom, "Multitask Principal-Agent Analyses: Incentive Contracts, Asset Ownership and Job Design," Journal of Law, Economics, and Organization, 1991, pp.24-52.

PRESENTATIONS OF RESEARCH DRAFTS (TWO STUDENTS PER DAY)

Instructions for research presentations. Your presentation should be around 40 minutes long, leaving at least 5 minutes for questions. This means that two students will present each day. Maximum 25 slides per student.

Deadlines for the research draft:

- a. First draft, maximum 5 pages, Thursday, October 8th.
- b. Final draft, maximum 25 pages, due on the day of your presentation.

The first (final) draft will count 5% (25%, respectively) of your overall grade in the course.

- 1. **November 17th.**
 - a. Jiaying Wang (Lucy).
 - b. Almira Salimgarjeva.
- 2. **November 19th.**

- a. Kairon Garcia.
 - b. Nam Nguyen
- 3. Week of Nov. 22nd to 29th:**
- a. No class (Thanksgiving break).
- 4. December 1st.**
- a. Magdana Kondaridze.
 - b. William King.
- 5. December 3rd.**
- a. Jaeyoung Hwang.
 - b. Grishma Manandhar.
- 6. December 7th.**
- a. Wisnu Sugiarto.
 - b. Mingyi Yang.