

## ***Managerial Economics 621: Information for Cohorts D, E, & F***

*This note provides class session information for Professor White's MGEC 621 sections. General information about this core course—including grades, assignments, exams, and administrative policies—is provided in the MGEC 621 Course-Wide Administrative Information document on WebCafé.*

**Instructor.** Assistant Professor Matthew White  
*Department of Business and Public Policy, The Wharton School*

Office: Steinberg-Dietrich Hall, Room 1453  
Office Hours: Tuesday and Thursdays, 3:15pm – 4:45pm  
Email: [matthew.white@wharton.upenn.edu](mailto:matthew.white@wharton.upenn.edu)  
Phone: 215-898-8920

**Class Preparation.** There is a *Session Note* to read before each class session. Each note contains a problem that will be the basis for our class meeting. Some of these will be re-cast as games in class; others will put you in the seat of a decision-maker with your own money at risk (this is *business* school, after all). I expect each student to read the *Session Note* prior to class, and to solve (or make as much progress as you can) the *Problem to Prepare for Class* provided in each *Session Note*.

### **Readings:**

- **Session Notes** are at the MGEC 621 WebCafé site via [webcafe.wharton.upenn.edu](http://webcafe.wharton.upenn.edu), in the folder Course Notes – Prof. White's Sections. They are also available (for purchase) as a course pack from Wharton Reprographics.
- **Textbook and Additional Materials** are listed in the *MGEC 621 Reading List* document. Some optional articles are available on WebCafé, and others in a course pack at Wharton Reprographics.

**PowerPoint Slides.** PowerPoint slides for each session are posted by the evening *prior* to each class session in the Course Notes – Prof. White’s Sections folder of the MGEC 621 WebCafé site. I recommend printing them out and bringing them with you to class. This will allow you to sit back and listen, take notes below each slide, and focus your attention on *understanding* the analysis being presented.

**Course Requirements.** There are five requirements for this course:

1. Come to class prepared.
2. Do the readings and problem for each class (on WebCafé).
3. Do the course assignments (on WebCafé)
4. Take the midterm and final exams.
5. Pass the midterm and final exams.

**Late Policy.** Do not turn in anything late.

**Attendance Policy.** You are expected to attend each class session.

**Seating Policy.** You may sit anywhere in the classroom that you would like. Please use your name card in each class meeting (if you forget to bring it, please improvise one).

**Grading Policies** are described in detail in the *MGEC 621 Course-Wide Administrative Information* document on the MGEC 621 WebCafé site.

**Exam Dates** are listed in the *MGEC 621 Course-Wide Administrative Information* document.

**Practice Problems and Sample Exams.** An extensive set of past exams (with solutions) are available on MGEC 621 WebCafé in the CourseWide Materials folder. The best way to prepare for exams in this course is to do as many of these practice problems as possible.

**Class Schedule:**

- |                    |                                                     |
|--------------------|-----------------------------------------------------|
| <b>Session 1.</b>  | <i>Two-Part Pricing</i>                             |
| <b>Session 2.</b>  | <i>Transfer Pricing</i>                             |
| <b>Session 3.</b>  | <i>Oligopoly Strategies I</i>                       |
| <b>Session 4.</b>  | <i>Oligopoly Strategies II</i>                      |
| <b>Session 5.</b>  | <i>Price Competition and Leadership</i>             |
| <b>Session 6.</b>  | <i>Game Theory Intro</i>                            |
| <b>Session 7.</b>  | <i>Dynamic Strategies</i>                           |
| <b>Session 8.</b>  | <i>Auctions</i>                                     |
| <b>Session 9.</b>  | <i>Risk Aversion and Risk Sharing</i>               |
| <b>Session 10.</b> | <i>Moral Hazard and Incentives</i>                  |
| <b>Session 11.</b> | <i>Asymmetric Information and Adverse Selection</i> |
| <b>Session 12.</b> | <i>Externalities, Bargaining, and Markets</i>       |