**MANAGEMENT OF ECONOMICS (MGEC)**

**MGEC 611 Microeconomics for Managers: Foundations**

This course establishes the micro-economic foundations for understanding business decision-making. The course will cover consumer theory and market demand under full information, market equilibrium and government intervention, production theory and cost optimization, producing in perfectly competitive and monopoly markets, vertical relations, and game theory, including simultaneous, sequential, and infinitely repeated games. Finally, we will wrap up game theory with an application to auctions. Students are expected to have mastered these materials before enrolling in the second quarter course: Microeconomics for Managers: Advanced Applications.

Taught by: Selman, Featherstone, Toikka and Berkouwer
One-term course offered either term
Activity: Lecture
0.5 Course Units

**MGEC 612 Microeconomics for Managers: Advanced Applications**

This course will cover the economic foundations of business strategy and decision-making in market environments with other strategic actors and less than full information, as well as advanced pricing strategies. Topics include oligopoly models of market competition, creation, and protection, sophisticated pricing strategies for consumers with different valuations or consumers who buy multiple units (e.g. price discrimination, bundling, two-part tariffs), strategies for managing risk and making decisions under uncertainty, asymmetric information and its consequences for markets, and finally moral hazard and principle-agent theory with application to incentive contacts.

Taught by: Selman, Featherstone, Toikka and Lockwood
One-term course offered either term
Activity: Lecture
0.5 Course Units