

# COURSE DETAIL

## MARKETS, ORGANIZATIONS, AND INCENTIVES

**Country**

Italy

**Host Institution**

University of Commerce Luigi Bocconi

**Program(s)**

Bocconi University

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

Economics Business Administration

**UCEAP Course Number**

143

**UCEAP Course Suffix****UCEAP Official Title**

MARKETS, ORGANIZATIONS, AND INCENTIVES

**UCEAP Transcript Title**

MRKTS ORGS&INCENTVE

**UCEAP Quarter Units**

6.00

**UCEAP Semester Units**

4.00

## Course Description

This course examines the performance and operation of imperfectly competitive markets, as well as the behavior of firms in these markets. The course looks at the effects of various business decisions and policy actions on the way firms compete. The course also explores how the need to motivate members of an organization and to coordinate their actions shapes the provision of incentives within the organization and the actual organization design. This allows a look at how organizational choices affect firms' competitive behavior and rivals' reactions. The course discusses topics including a review of fundamental concepts of game theory; the determinants of market power in static oligopolistic models; strategic positioning and advertising; the intensity of rivalry in dynamic oligopolistic models: collusive agreements; strategic and non-strategic barriers to entry; incentives within an organization: motivation; incentives within an organization: externalities and transfer prices; the strategic effects of organizational choices: horizontal mergers; and anti-trust intervention in oligopolistic markets. Students attending this course should be familiar with basic microeconomics concepts, in particular with the notion of Nash Equilibrium and Subgame Perfect Nash Equilibrium, with basic oligopolistic models (such as Bertrand and Cournot models of static competition) and with the fundamentals of unconstrained and constrained optimization problems.

### Language(s) of Instruction

English

### Host Institution Course Number

30283

### Host Institution Course Title

MARKETS, ORGANIZATIONS, AND INCENTIVES

### Host Institution Campus

Bocconi University

### Host Institution Faculty

**Host Institution Degree**

**Host Institution Department**  
Economics

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