

**Department of Humanities and Social Sciences**  
Indian Institute of Technology Kanpur



**Short-Term Course**  
**on**

**INDUSTRIAL ORGANIZATION AND POLICY:  
CONTEMPORARY THEORY AND PRACTICE**

**July 16-20, 2007**

**Sponsored by**  
**Quality Improvement Program**  
**All India Council of Technical Education**  
**New Delhi**

**Workshop Coordinators**  
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## **Introduction**

The continuing education cell of Indian Institute of Technology Kanpur conducts various courses for the benefit of faculty of engineering colleges and management institutes in the country under the Quality Improvement Program of All India Council of Technical Education (AICTE). This course on *Industrial Organization and Policy: Contemporary Theory and Practice* is one of such courses.

Industrial organization is the field of economics that studies the strategic behaviour of firms, the structure of markets and their interactions. Simply put, industrial organization is that branch of economics that is concerned with the study of imperfect competition. The subject has a theoretical side and a practical side. On the one plane the field is abstract, a set of analytical concepts about competition and monopoly. On a second plane the field is about real markets, teeming with the excitement and drama of struggles among real firms.

The main objective of this course is to familiarize participants with the modern analysis of market situations involving strategic interaction. This course will try to show how modelling approach can enhance our understanding of actual market events. The course will focus on both statistical evidence and particular cases to get the insights – insights that can be used to evaluate and design public policy. Through this course, we hope to demonstrate the vitality and relevance of industrial organization, both in theory and practice.

## **Scope of the Course**

The course will examine the issues such as why there are so many varieties of a particular product, or how firms maintain a price-fixing agreements, or how advertising and R&D affect the nature of competition. Specifically, we'll discuss the following topics in this course: monopoly power and practice, game theory and oligopoly markets, anticompetitive strategies (limit pricing, predatory conduct, price-fixing, and collusion), contractual relations between firms, non-price competition (advertising and R&D), regulation, and competition policy.

This course is meant to be useful to participants from academic institutions and industry. The course will also be useful to professional economists and policy makers.

## **Participation from Teaching Institutes**

Maximum thirty participants from teaching institutes will be selected on all India basis to attend this course at IIT Kanpur. Applicants should be engaged in teaching at their respective institutes. Selected candidates will be paid TA/DA for second-class sleeper for attending the course. During their stay at IIT Kanpur they will be paid DA as per rules to be adjusted against boarding and lodging at IIT Kanpur. Accommodation will be arranged in one of the student's hostel at IIT Kanpur. Application should be made on the registration form (photocopy is also acceptable) along with a caution deposit of Rs.200/- in form of a crossed Demand Draft in favour of "Continuing Education Program, IIT Kanpur" payable at State Bank of India, IIT Kanpur. This deposit will be refunded to all those candidates who are either not selected or selected candidates who finally participate in the course.

## **Participation from Industry and Other Organizations**

Participants from industry and other organizations will also be allowed to attend the course. Registration fee per participant is Rs. 10,000/- (ten thousand only). This must be paid in favour of “Continuing Education Program, IIT Kanpur” payable at State Bank of India, IIT Kanpur. Boarding and lodging and travel expenses shall be borne by the participants. Accommodation can be arranged in the IITK visitor’s Hostel (Guest House) on request.

## **Course Schedule and Venue**

Course Schedule: July 16-20, 2007

Venue: FB 620, IIT Kanpur

Kanpur is well connected through a number of conveniently scheduled rail links. Kanpur has convenient flight connectivity through Lucknow Airport. The Campus is located on GT Road at Kalyanpur, about 16 km west of Kanpur city. It is a residential campus offering accommodation to about 350 faculty members, about 700 support staff members, and about 4000 students.

## **Important Dates**

The registration form, complete in all respects, duly forwarded by the head of the institution, accompanied by the demand draft and a covering letter should reach the course coordinator on or before June 15, 2007 for the QIP Candidates whereas for industry participants, the last date of receiving the applications is June 30, 2007.

Last date of receiving application for the QIP candidates	June 15 <sup>th</sup> , 2007
Last date of receiving application for the industry participants	June 30 <sup>th</sup> , 2007
Notification about selection	July 2 <sup>nd</sup> , 2007
Confirmation from participants	July 6 <sup>th</sup> , 2007

## **Registration Fee Structure**

There is no registration fee for QIP candidates to attend this course. However, a caution deposit of Rs.200/- (two hundred only) should be sent along with duly filled application form. Caution deposit will be refunded to all those candidates who are either not selected or selected candidates who finally participate in the course.

The registration for industry participants is Rs. 10,000/- (ten thousand only) per participant. Boarding and lodging and travel expenses shall be borne by the participants. Accommodation for industry participants can be arranged in the IITK visitor’s Hostel (Guest House) on request.

Caution deposit / registration fee should be sent in the form of a crossed Demand Draft in favour of “Continuing Education Program, IIT Kanpur” payable at State Bank of India, IIT Kanpur.

**REGISTRATION FORM**  
**Short-Term Course On**  
**INDUSTRIAL ORGANIZATION AND POLICY:**  
**CONTEMPORARY THEORY AND PRACTICE**

**July 16-20, 2007**

Name\_\_\_\_\_

Date of Birth \_\_\_\_\_ Designation\_\_\_\_\_

Organization\_\_\_\_\_

Address for Correspondence\_\_\_\_\_

\_\_\_\_\_

Phone\_\_\_\_\_ Fax\_\_\_\_\_

Email\_\_\_\_\_

<b>Degree</b>	<b>Year</b>	<b>University</b>

Experience\_\_\_\_\_ Years\_\_\_\_\_ Months\_\_\_\_\_

Nature of Experience \_\_\_\_\_

\_\_\_\_\_

Research/Development Interests\_\_\_\_\_

\_\_\_\_\_

**Payments Details**

Draft No. \_\_\_\_\_ Issuing Bank \_\_\_\_\_ Amount \_\_\_\_\_

Drawn on \_\_\_\_\_

**Sponsored By**

Name\_\_\_\_\_

Designation\_\_\_\_\_

Organization\_\_\_\_\_

Signature (Applicant)

Recommended

Signature (Head of Institution/Organization with Seal)