

## Empirical analysis of firm behavior

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|------------------------------------------------|-------------------------------------|
| Course title - Intitulé du cours               | Empirical analysis of firm behavior |
| Level / Semester - Niveau / semestre           | M2 / S1                             |
| School - Composante                            | Ecole d'Economie de Toulouse        |
| Teacher - Enseignant responsable               | REYNAERT MATHIAS                    |
| Lecture Hours - Volume Horaire CM              | 30                                  |
| TA Hours - Volume horaire TD                   |                                     |
| TP Hours - Volume horaire TP                   |                                     |
| Course Language - Langue du cours              | Anglais                             |
| TA and/or TP Language - Langue des TD et/ou TP |                                     |

### **Teaching staff contacts – Coordonnées de l'équipe pédagogique :**

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### **Course Objectives – Objectifs du cours :**

The objective of this course is to develop a deeper understanding of firm behavior from an empirical perspective. What is a firm, and what determines its boundaries? How do firms respond to regulation? How do they source their inputs, organize production, and sell their products?

Throughout the course, we will study firm behavior in a variety of settings by reading and critically analyzing academic research. The course aims to develop the following skills:

- Deepening your knowledge of microeconomic and industrial organization theory;
- Connecting theoretical mechanisms to empirical evidence;
- Reading and critically evaluating empirical research;
- Identifying the strengths and limitations of modern econometric methods.

Students will also acquire practical experience through two problem sets involving data analysis and econometric estimation.

### **Prerequisites – Pré requis :**

The course is primarily intended for students admitted to the EMO track. Other students should have completed previous master's-level courses in microeconomics, econometrics, and industrial organization.

### **Practical information about the sessions – Modalités pratiques de gestion du cours :**

Classes will combine lectures with structured discussion. Students are expected to prepare the assigned readings and participate actively in class.

### **Grading system – Modalités d'évaluation :**

The final grade is based on three components:

60% - final exam consisting of open-ended questions

20% - written essay linking concepts from the course to a recent news article

20% - two problem sets involving data analysis and econometrics

### **Bibliography/references – Bibliographie/références :**

Course materials will consist of lecture notes and academic articles. A detailed reading list, together with access to the assigned articles, will be provided for each topic covered in class.

### **Session planning – Planification des séances**

The following topics will be covered:

1. Vertical boundaries of the firm: contracts, vertical integration and competition, franchising, intermediaries
2. Horizontal boundaries of the firm: mergers, common ownership, antitrust policy
3. Inside the Firm: management, anatomy of organizations, labor and incentives
4. Pricing strategies: auctions, posted prices, bargaining, algorithmic pricing
5. Regulation and compliance
6. Consumer Protection: behavioral biases and firm responses

**Distance learning – Enseignement à distance :**

Lectures will be presential and favor in person interaction.