

**INDUSTRIAL ORGANIZATION
ECONOMICS EC2165F-001
Department of Economics
Western University**

September 2023

Instructor: F. Javier Martinez Hernandez
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Office hours: Thursday (TH) from 3:00 pm to 5:00 pm. Office hours will be in-person, unless otherwise stated in OWL. Any additional appointment should be requested through e-mail.

Delivery mode: In-person.

Meeting time(s): Tuesday (T) 1:30 – 3:30; Thursday (TH) 1:30 – 2:30

Classroom: UCC61

Course website: <https://owl.uwo.ca/portal>

Undergraduate inquiries: 519-661-3507 or SSC Room 4075 or econugrd@uwo.ca

Registration:

You are responsible for ensuring you are registered in the correct courses. If you are not registered in this course, the Department will not release any of your marks until your registration is corrected. You may check your timetable by using the Login on the Student Services website at <https://student.uwo.ca>. If you notice a problem, please contact your home Faculty Academic Counsellor immediately.

Prerequisite/Antirequisite Note:

The prerequisite for this course is **Economics 2151A/B**

The antirequisites for this course are **Economics 3357A/B and Economics 3364F/G**

You are responsible for ensuring that you have successfully completed all course prerequisites, and that you have not taken any anti-requisite courses. Lack of prerequisites may not be used as a basis for appeal. If you are found to be ineligible for a course, you may be removed from it at any time and you will receive no adjustment to your fees. This decision cannot be appealed.

If you find that you do not have the course prerequisites, it is in your best interest to drop the course well before the end of the add/drop period. Your prompt attention to this matter will not only help protect your academic record, but will ensure that spaces become available for students who require the course in question for graduation.

Course Description:

Industrial Organization (IO) study firms and the markets in which they interact. We will place special focus on imperfectly competitive markets (i.e., settings between the perfect competition and the monopolistic market structures). We will also study and analyze price strategies (price discrimination) and non-price strategies (mergers, product differentiation, R&D). If time permits, we will analyze innovation activities through the lens of the firms. As an example, some questions we will analyze are: How should firms price their products? Should firms bundle their products? Why might firms horizontally integrate? What incentives do firms have to undertake R&D?

Topics:

1. What is Industrial Organization?

PART ONE: Microeconomics Foundations

2. Consumers: Preferences, Demand and Elasticity.
3. Firms: Technology, Profit-Maximization, Cost Minimization, Supply. Economies of Scale
4. Market structures, Market Power, and Efficiency: Perfect Competition, Monopoly, Dominant Firms, Measurement of Market Power.
5. Market Failure and Public Policy: Externalities, Imperfect information
6. Price Discrimination

PART TWO: Oligopoly

7. Games and Strategies
8. Static Oligopoly Models
9. Collusion and Price Wars

PART THREE: Contractual Relationships Between Firms and Anticompetitive Behaviour

10. Horizontal Mergers
11. Market Foreclosure: Predatory Pricing, Entry Deterrence.

PART FOUR: Non-price Strategies

12. Product Differentiation
13. Innovation and R&D (time permitting)

Course Objectives:

The aims of this course are:

- a) Introduce the main issues in Industrial Organization in a compelling way to the student.
- b) Provide a systematic and logical way to think about how markets operate.
- c) Teach interesting facts about markets the student might participate in (e.g. telecommunications, two-sided market platforms, automobiles manufacturers).

Course Learning Outcomes:

Upon completing this course, the student should be able to:

- a) examine firms' pricing and non-pricing strategies and their welfare implications
- b) apply IO models to analyze and evaluate the firms' strategies in the markets they operate in.
- c) Analyze and evaluate the effects of regulatory and legal systems (such as antitrust law or competitive policies) upon firms.

Textbook(s) and Course Materials:

The required textbook is:

- Jeffrey Church and Roger Ware, Industrial Organization: A Strategic Approach, 2000

This book is freely available online for academic purposes, and the instructor will post an electronic copy of it on OWL. The relevant sections that relate to content seen in class will be posted weekly in OWL.

The class content and all examinations will be based on instructor notes and the textbook. Thus, it is required that students read the relevant sections.

Relevant dates:

Classes begin: September 7, 2023

Thanksgiving: October 9, 2023

Fall Reading Week: October 30 – November 5, 2023;

Classes end: December 8, 2023

Exam period: December 10 – 22, 2023

Communication:

- Students should check the course OWL site every 24-48 hours
- A weekly update will be provided on OWL announcements
- Emails will be monitored daily; students will receive a response in 24 – 48 hours
- Students should post all course-related content on the discussion forum so that everyone can access answers to questions
- The discussion forums will be monitored daily by instructors or teaching assistants

Technical Requirements:

In case of pivoting to 100% online learning, the course will require a stable internet connection, a computer with a working microphone and a webcam.

For technical support, see the OWL help page or contact Western Technology Services Helpdesk (<https://wts.uwo.ca/about-wts/contact.html>). Google Chrome or Mozilla Firefox are the preferred browsers for OWL; update your browser frequently.

Tips on How to be Successful in this Class:

Students in this class should understand the level of autonomy and self-discipline required to be successful.

- Make it a daily habit to log onto OWL to ensure you have seen everything posted to help you succeed in this class.
- Connect with others. Try forming a study group and meet on a weekly basis for study and peer support.
- Do not be afraid to ask questions. If you have questions or are struggling with a topic, check the online discussion boards or contact your instructor(s) and or teaching assistant(s).

Assessments and Grading:

The overall course grade will be calculated as listed below:

Assignments (2)	10%
Class Participation	5%
Midterm Test	25%
Final Exam	30%
Essay/Writing component	30%

Assignments (10%)

Two problem sets will be given. Each problem set is worth 5%. The assignment due dates are October 17 and November 28 in class, respectively. Late assignments will be deducted one point per day (1% per day). You are encouraged to work on them together, but every student should hand in their own work. These assignments are meant for you to practice the models we will see in class and gain both intuition and mathematical maturity for the examinations and writing portions. The assignments will be long to cover all the content taught in class until its due date. It is best to work through them when the appropriate content is discussed in class.

Midterm Examination (25%) - Tentative date: October 24th during class time.

A midterm exam may be comprised of calculations, short answers, true/false, essay questions, or a combination thereof on material covered up to and including the last class prior to the exam unless otherwise stated in OWL. The Midterm examination is a closed-book test. Calculators are allowed. All Department and University policies regarding missed exams and necessary documentation apply. Please see attached Policy Regarding Makeup Tests and Final Examinations.

Since we have an in-class exam, the duration will be 1 hour and 30 minutes to allow sufficient time to collect and count all supplies at the end. Please arrive on time to guarantee that you have enough time for your completing your examination.

Final Examination (30%) - Tentative date: tbd by the registrar.

The final examination will occur during the regular final exam period and will be scheduled by the registrar. This exam will assess students' ability to meet the learning outcomes of the course and will be based on all concepts learned during the course, with emphasis on material covered after the midterm examination. The Final examination is a closed-book test. Calculators are allowed. All Department and University policies regarding missed exams and necessary documentation apply. Please see attached Policy Regarding Makeup Tests and Final Examinations.

Important examination policies:

During exams, students are forbidden to communicate with any person other than an examination proctor or the instructor. Students are forbidden from using any books, notes, study guides, diagrams, communication equipment such as a cell phone, computer programs or software, online resources or websites, or other aids unless authorized by the instructor; such authorization must be stated explicitly during the examination.

Essay/Writing Component (30%)

The writing component requires the student to identify an IO-related topic/issue and apply economic models and theory to analyze it. It is important to correctly apply relevant economic concepts and tools to the topic.

Important: This is an essay course. Following Western University policies, the 'student is required to demonstrate competence in essay writing to pass the course.' This means that even with passing grades on the midterm and final, students can still fail the course if they fail the essay component.

There will be **two** possibilities to satisfy the essay requirement for this course.

Option A) will allow the student to write three essays on a topic related to what has been taught in the course. Specifically, after topics 6 (Price Discrimination), 9 (Collusion and Price Wars) and 12 (Product Differentiation) are finished, the student will have 11 days to turn the essay in related to any topic seen up to that moment in class. Topics cannot be repeated, unless a relevant extension of any model is employed or the topic guarantees continuity (e.g., market structure, mergers). These essays will have a similar structure as described below, with the added benefit that they will be shorter and thus might prove more manageable due to each students' workload. Each individual essay should be typewritten, double-spaced, 12-point font, with top, bottom and side margins of 2.5 cm, and be about 3-4 pages in length, excluding the title page, figures, tables, and a list of references. The essay should be between 900 and 1100 words. Your essay should be submitted in a Word file or PDF file. You must name your file ***surname.givenname.docx or .pdf***. Please include your name, student number, and word count (not including tables and bibliography) on your cover page or in your heading. Please also note that if you choose this option, the total word count for the three essays should be at least 2700 words. This option provides flexibility for choosing a topic as in the long essay: you can choose between analyzing a firm or industry, a current event of interest or a legal case on competition. Given that these essays will be turned in after class topics are finished, the instructor will

post specific due dates for each essay once we get closer to topics 6 (Price Discrimination), 9 (Collusion and Price Wars) and 12 (Product Differentiation).

Students should let the instructor know which option they are choosing by October 13, 2023 by email or before discussing topic 6, whichever comes first. There is no possibility of switching to option B once the student has decided on option A. Please read below for policies regarding submission and the usage of Turnitin.

Option B) will require the student to write a detailed proposal and an essay on an IO topic and analyze it following the models seen in class. The topic can be an analysis of a firm or industry. I suggest you analyze a specific issue in detail instead of a broad survey. A topic can also be based on a current event from a news article (check Economist, Globe and Mail, Wall Street Journal, Financial Times, end so on.) The third option is to analyze a legal case on competition (check Competition Bureau and US Department of Justice).

A detailed proposal is due on **Nov. 7, 2023 at 11:59 pm**. The proposal should be detailed enough so that a reader can understand which topic you plan to analyze and how. It typically has two parts. The first part is to identify an issue or news and provide some background information. The second part is to outline your analysis and methodology. What economic concepts and tools do you plan to use? The proposal should be between 400 and 500 words. Your proposal should be submitted in a Word file or PDF file. You must name your file *surname.givename.docx or .pdf*. Please include your name, student number, and word count (not including tables and bibliography) on your cover page or in your heading. The proposal should be typewritten, double-spaced, 12-point font, with top, bottom and side margins of 2.5 cm, and be 2 pages long, excluding the title page, figures, tables, and a list of references. I will get back to each student the proposal by November 12, 2023 with comments for you to work through them and talk to me if needed.

Final essay is due on **December 8, 2023 at 11:59pm**. The final essay should be typewritten, double-spaced, 12-point font, with top, bottom and side margins of 2.5 cm, and be about 8 pages (maximum 9 pages) in length, excluding the title page, figures, tables, and a list of references. The essay should be between 2500 and 2600 words. Your essay should be submitted in a Word file or PDF file. You must name your file *surname.givename.docx or .pdf*. Please include your name, student number, and word count (not including tables and bibliography) on your cover page or in your heading.

Detailed proposal – 5 points (a one-day late penalty is a two-points deduction, after 11:59 pm on **November 8**, the grade will be zero).

Final Essay – 20 points (late penalty is a five-point deduction per day).

The grade on this component will be based on both content and quality of the student's writing (organization, grammar, and style).

Important essay and proposal policies:

NB: penalties will be **applied** at the instructor's discretion if the word count of the essay and proposal combined is **less than** 2500 words **or exceeds** 3000 words or less than 2700 words for the set of individual essays. Feel free to hand in your essay or proposal early if that fits better with your schedule. I will NOT accept excuses such as "I can't open the file", "I lost the disk", etc. I highly recommend that you save multiple versions of your essay on your hard drive and the cloud.

All required papers may be subject to submission for textual similarity review to the commercial plagiarism detection software under license to the University for the detection of plagiarism. All papers submitted for such checking will be included as source documents in the reference database for the purpose of detecting plagiarism of papers subsequently submitted to the system. Use of the service is subject to the licensing agreement, currently between The University of Western Ontario and Turnitin.com (<http://www.turnitin.com>).

If you do not submit your proposal and essay to Turnitin.com, it will not be marked and it will be given a grade of zero.

Important policies regarding the use of AI:

Within this course, students are permitted to use AI tools exclusively for information gathering and preliminary research purposes. These tools are intended to enhance the learning experience by providing access to diverse information sources. However, it is essential that students critically evaluate the obtained information, exercise independent thinking, and engage in original research to synthesize and develop their own ideas, arguments and perspectives. The use of AI tools can serve as a starting point for exploring a topic, with students expected to uphold academic integrity by appropriately attributing all sources of information and avoiding plagiarism. Essays, written assignments and/or lab reports should reflect the student's own thoughts and independent written work. Students should also generate their own figures (e.g., graphs, diagrams) rather than using AI generated ones. By adhering to these guidelines, students contribute to a responsible and effective learning environment that promotes critical thinking, independent inquiry and all them to produce original written contributions. The same principles also apply to the use of translation software to support the writing the essays and other written assessments.

Important additional policies:

Students are responsible for material covered in the lectures as well as the assigned material in the text. Exams will not be returned to students but may be reviewed in the instructor's office.

Missed midterm exam without approved, documented official accommodation will be given a mark of zero. If there has been an approved, documented official accommodation, the weight of a missed midterm will be transferred to the final exam.

Student absences:

If you are unable to meet a course requirement due to illness or other serious circumstances, please follow the procedures below.

Assessments worth less than 10% of the overall course grade:

Given that the assignments have deductions for late days, there will be no extension, make-up opportunity or reweighting.

Assessments worth 10% or more of the overall course grade:

For work totalling 10% or more of the final course grade, you must provide valid medical or supporting documentation to the Academic Counselling Office of your Faculty of Registration as soon as possible. For further information, please consult the University's medical illness policy at

https://www.uwo.ca/univsec/pdf/academic_policies/appeals/accommodation_medical.pdf.

The Student Medical Certificate is available at

https://www.uwo.ca/univsec/pdf/academic_policies/appeals/medicalform.pdf.

If you miss the Midterm Exam, and there is a recommendation for Academic Counselling regarding considerations, the weight of the midterm will be shifted to the Final Exam. Otherwise, you will receive a grade of 0 for the Midterm Exam. There will be no makeup exams for the Midterm Exam.

If you miss the Final Exam, please contact the Academic Counselling office of your Faculty of Registration as soon as you are able to do so. They will assess your eligibility to write the Special Examination (the name given by the University to a makeup Final Exam).

You may also be eligible to write the Special Exam if you are in a "Multiple Exam Situation" (e.g., more than 2 exams in 23-hour period, more than 3 exams in a 47-hour period).

If a student fails to write a scheduled Special Examination, the date of the next Special Examination (if granted) normally will be the scheduled date for the final exam the next time this course is offered. The maximum course load for that term will be reduced by the credit of the course(s) for which the final examination has been deferred. See the Academic Calendar for details (under [Special Examinations](#)).

Note: missed work can *only* be excused through one of the mechanisms above. Being asked not to attend an in-person course requirement due to potential COVID-19 symptoms is **not** sufficient on its own. Students should check the Western website to see what directives for Covid are to be followed. Western has been and will continue to follow directives established by the Middlesex-London Health Unit. That directive will state whether students should or should not come to campus/class and any other requirements (e.g., masks are mandatory). Please check on your own and do not email the instructor, the Department Undergraduate Advisor/Coordinator or the Faculty of Social Science Academic Counselling Office.

Professionalism, Privacy, and Copyright:

- Students are expected to follow the [Student Code of Conduct](#).
- All lectures and course materials, including slides, presentations, outlines, and similar materials, are protected by **copyright**. Students may take notes and make copies of course materials for their own educational purposes only.
- Students may not record lectures, reproduce (or allow others to reproduce), post or distribute lecture notes, assessments, or any other course materials publicly and/or for commercial purposes without written consent of the instructor.

- Recordings (audio or video) are not permitted without explicit, written permission of the instructor. Permitted recordings may not be distributed or shared.
- Students will be expected to take an academic integrity pledge before some assessments.
- Some sessions may be recorded by the instructor. Recorded sessions will remain within the course site or be unlisted if streamed.

Please Note
Department & University Policies for Fall 2023

The University expects all students to take responsibility for their own Academic Programs. Students should also check their registration to ensure they are enrolled in the correct courses.

1. **Guidelines, policies, and your academic rights and responsibilities** are posted online in the current Western Academic Calendar at: <http://westerncalendar.uwo.ca>. Claiming that “you didn’t know what to do” is not an acceptable excuse for not following the stated policies and procedures.
2. Students must familiarize themselves with the **“Rules of Conduct for Examinations”** http://www.uwo.ca/univsec/pdf/academic_policies/exam/administration.pdf.
3. **Cheating as an academic offence:** Students are responsible for understanding what it means to “cheat.” The Department of Economics treats cheating incidents very seriously and will investigate any suspect behavior. Students found guilty will incur penalties that could include a failing grade or being barred from future registration in other Economics courses or programs. The University may impose further penalties such as suspension or expulsion.
4. **Plagiarism:** Students must write their essays and assignments in their own words. When taking an idea/passage from another author, it must be acknowledged with quotation marks where appropriate and referenced with footnotes or citations. Plagiarism is an academic offence (see Scholastic Discipline for Undergraduate Students in the Western Calendar at http://westerncalendar.uwo.ca/PolicyPages.cfm?Command=showCategory&PolicyCategoryID=1&SelectedCalendar=Live&ArchiveID=#Page_20).

Western University uses software to check for plagiarism and students may be required to electronically submit their work. Those found guilty will be penalized as noted in point 3.

5. It is a Department of Economics policy that **NO** assignments be dated, stamped or accepted by staff. Students must submit assignments to the instructor.
6. **Appeals:** University policies and procedures for appealing a mark can be found in the Student Academic Appeals section in the current Western Academic Calendar at: http://westerncalendar.uwo.ca/PolicyPages.cfm?Command=showCategory&PolicyCategoryID=1&SelectedCalendar=Live&ArchiveID=#Page_14. **Please note the relevant deadlines.**

Department of Economics procedures for appealing a mark can be found here: https://economics.uwo.ca/undergraduate/program_counselling/responsibilities_policies.html#appeals. The Department will not consider an appeal unless an attempt has been made to settle the matter with the instructor first. Students who remain dissatisfied with the outcome may proceed to submit an appeal to econugrd@uwo.ca. Please follow the instructions and use the appeal form shown in the above link.

7. **Systematic adjustments of a class grade distribution** (either up or down) can occur in Economics courses. The fact that grades have been adjusted is **not** grounds for an appeal.
8. Note the following **add and drop deadlines**:
- Deadline to ADD OR DROP a first term full or half course: **Fri, Sept 15, 2023**
 - Deadline to WITHDRAW from a first term full or half course: **Mon, Nov 13, 2023**

Policy Regarding Makeup Tests and Final Examinations

Faculty of Social Science policy states that oversleeping or misreading an exam schedule is NOT grounds for a makeup. This rule applies to midterm and final exams in the Department of Economics.

Policies Regarding Academic Accommodation

- Academic accommodation will not be granted automatically on request. Students must demonstrate by documentation that there are compelling medical or compassionate grounds before academic accommodation will be considered. The Faculty of Social Science's policies on academic accommodation are found at https://counselling.ssc.uwo.ca/procedures/academic_consideration.html
- **Accommodation for Students with Disabilities:** Students with disabilities or accessibility challenges should work with Accessible Education (formerly SSD, see http://academicsupport.uwo.ca/accessible_education/index.html), which provides recommendations for accommodation based on medical documentation or psychological and cognitive testing. The accommodation policy can be found here: [Academic Accommodation for Students with Disabilities](#).
- **Rewriting Exams and Retroactive Reweighting are NOT Permitted:** Students who proceed to write a test or examination must be prepared to accept the mark. Rewriting tests or examinations, or retroactive reweighting of marks, is **not** permitted. Students must also book travel arrangements AFTER final exam dates have been posted as they must not conflict with test or final exams.
- Unless medically incapable of doing so, students must notify their instructor prior to the test date or at least within **24 hours** when requesting a makeup exam. Failure to follow this procedure may result in denial of academic accommodation and a grade of zero. Students should also set up an appointment as soon as possible to meet with their instructor. If the instructor is not available, send an email message to the instructor, copying the Undergraduate Coordinator at econugrd@uwo.ca. **Notifying instructors of a missed exam does not automatically entitle students to a makeup.**
- For medical illnesses, students may consult Student Health Services and request a Student Medical Certificate from the physician. If assessed by an off-campus doctor, students must obtain a certificate from his/her office at the time of the visit/assessment. Student Medical Certificate (SMC) is available here:

https://www.uwo.ca/univsec/pdf/academic_policies/appeals/medicalform.pdf

- **Documentation for Accommodation:** Individual instructors are not permitted to receive documentation directly from a student, whether in support of an application for consideration on medical grounds or for other reasons.
- **Western University policy on Consideration for Student Absence** is available here: https://counselling.ssc.uwo.ca/procedures/probation_rtw/appeals.html
- **Religious Accommodation:** Students should consult the University's list of recognized religious holidays and should give reasonable notice in writing, prior to the holiday, to the Instructor and an Academic Counsellor if their course requirements will be affected by a religious observance. Additional information is given in the [Western Multicultural Calendar](#).

Policy Regarding Class Attendance and Engagement: If the instructor deems a student's attendance or engagement in the class to be unsatisfactory, that student may be prohibited from writing the final examination. Examples of unsatisfactory class engagement include frequent absences from an in-person or synchronous online class, lack of assignment submissions, and inadequate use of online course materials. Instructors who intend to make use of this policy will notify the student in advance.

Statement on Mental Health and Support Services: Students under emotional/mental distress should visit http://uwo.ca/health/mental_wellbeing/ for more information and a complete list of resources on how to obtain help.

Statement on Remote Proctoring: While Western intends to hold most classes, mid-terms and finals in-person, the London-Middlesex Health unity may require western to teach in a remote format. If this occurs, all assessments will be done remotely and may involve the use of remote proctoring software (i.e., Proctorio, ProctorTrack). Instructors will provide information on the details should the need arise.

Guidelines for Essay Courses

Essay Courses¹

An essay course is a course in which the cumulative amount of written work, excluding written work in examinations, is at least 2,500 words (for a half course).

To pass an essay course, students must exhibit a minimal level of competence in essay writing in addition to comprehension of the course content.

English Language Proficiency for Assignment of Grades²

Written work that demonstrates a lack of English proficiency will be failed or, at the discretion of the instructor, returned to the student for revision to an acceptable level.

To foster competence in the English language, *all instructors will take English proficiency into account when marking*. This policy applies to all courses, not only essay courses.

Recycling of Assignments

Students are prohibited from handing in the same paper for two different courses. Doing so is considered a scholastic offence and will be subjected to academic penalties.

Plagiarism

Plagiarism is defined as “the act or an instance of copying or stealing another’s words or ideas and attributing them as one’s own.”³

Plagiarism applies to ALL assignments including essays, reports, diagrams, statistical tables, and computer projects. Examples of plagiarism include:⁴

- Submitting someone else’s work as your own
- Buying a paper from a mill, website or other source and submitting it as your own
- Copying sentences, phrases, paragraphs, or ideas from someone else’s work, published or unpublished, without citing them
- Replacing selected words from a passage from someone else’s work and using it as your own without citing them
- Copying multimedia (graphics, audio, video, internet streams), computer programs, music compositions, graphs, or charts from someone else’s work without citing them
- Piecing together phrases and ideas from a variety of sources without citing them
- Building on someone else’s ideas or phrases without citing them

Plagiarism is a serious scholastic offence. Possible consequences of plagiarism include a mark of 0% on the assignment, a mark of 0% for the course, and expulsion from the university.

¹From the UWO Academic Handbook. See

http://www.uwo.ca/univsec/pdf/academic_policies/registration_progression_grad/coursenummering.pdf

² From the UWO Academic Handbook. See http://www.uwo.ca/univsec/pdf/academic_policies/exam/english.pdf

³Excerpted from HC Black, *Black’s Law Dictionary*, West Publishing Co., 1999, 7th ed., p. 1170.

⁴ Adapted from the San José State University Plagiarism Tutorial <https://libguides.sjsu.edu/plagiarism>

Instructors may require students to submit written work electronically to <http://www.turnitin.com>. This is a service that assists instructors in detecting plagiarism.

Students seeking further guidance on avoiding plagiarism should consult their instructor. ***Claiming ignorance is not an acceptable excuse.***

The key to avoiding plagiarism is to correctly cite reference sources.

Referencing and Citation Guidelines

The Economics Department has adopted the citation guidelines used in *The Chicago Manual of Style*, 16th edition. Chicago: University of Chicago Press, 2010. You can find an online version on the Western Libraries website. Go to <https://www.lib.uwo.ca/essayhelp/index.html> and click on 'style guides'. For off-campus access, use the *OffCampus Access* sign-in on the Library's homepage.

Economics papers often use the in-text **author-date** style of citations and references. Details and examples of this style are shown in chapter 15 of the *Chicago Manual of Style Online*. See also the handy "Chicago-Style Citation Quick Guide" under Tools on the homepage.

In the body of an essay, in-text citations list the last names of the authors of the piece that are referenced, the year of publication, and, where relevant, page numbers. In-text citations refer the reader to a complete list of bibliographic references at the end of the essay. Papers that cite multiple works by the same author(s) with the same publication year should add a lower case letter after the date in both the in-text citation and References (e.g., 1993a and 1993b). In doing so, the in-text citation points the reader to the relevant work.

Examples of in-text citations:

Diamond (1981, 1982) and Mortensen (1982a, 1982b) find these externalities can cause an inefficient level of search activity...

The "new view of unemployment" which emerged during the 1970s emphasized the importance of turnover in the labour force and the brief duration of many employments spells (Hall 1970, 1972; Perry 1972; Marston 1976).

The primary objectives of the LMAS are "1. To provide measures of the dynamic...the Labour Force Survey" (Statistics Canada 1990, 5).

The list of references at the end of the essay should be titled References or Works Cited. It should provide complete bibliographic information about each source cited. In addition, students should also provide adequate referencing of any data sources. This can be done in a data appendix following the text of the paper and before the References.

Examples of the format and content of references can be found here:
<https://www.lib.uwo.ca/files/styleguides/ChicagoStyleAuthorDate.pdf>

Writing an Economics Essay: Starting Points

To start a written assignment, review your professor's instructions. Read published work written by economists, which will give you examples of the structure and content of economics writing. Examples are readings in the course outline, journals, working papers, etc.

Two helpful sources that give information about how to write for economics are:

McCloskey, Dierdre N. 2000. *Economical Writing*, 2nd edition. Prospect Heights, Illinois: Waveland Press.

Greenlaw, Steven A. 2006. *Doing Economics: A Guide to Understanding and Doing Economic Research*. New York: Houghton Mifflin Co.

Writing an Economics Essay: Resources

The **Resources Link** on Western University's Department of Economics website (<http://economics.uwo.ca/resources/index.html>) provides a link to a list of sources for published and unpublished economic papers, articles, books, theses, government publications, data, etc. Western Libraries has a very useful economics resource page <https://guides.lib.uwo.ca/economics>.

DB Weldon Library has a collection of bibliographies, indexes, handbooks, and periodicals in economics. Library holdings, the online library catalogue, and other resources are available electronically from the Western Libraries Homepage <http://www.lib.uwo.ca/>. These can be accessed off-campus with the OffCampus Proxy Server on the Library main page.

Students are encouraged to take a library orientation tour to learn about where sources of information are located both physically and online. Consult library staff for questions

The New Palgrave Dictionary of Economics is the most comprehensive dictionary of economics in existence today. It is available online through the library catalogue, or in print in the Weldon's Reference section (call # HB 61.N49 2008 v. 1-8).

EconLit (*Economic Literature*) is an electronic bibliography of literature from 1969 to the present. It covers journals, collected articles, books, book reviews, dissertations, and working papers. It also provides citations, selected abstracts, and links to Western's full-text resources. Students can also print records by downloading marked records to a text file, sending marked records by email, or exporting them to a citation manager such as *Zotaro*. For a list of citation software, see <https://www.lib.uwo.ca/essayhelp/citationmanagementsoftware.html>.

CANSIM (Canadian Socio-economic Information Management System) is Statistics Canada's database of time series data covering a variety of economic aspects of Canadian society. Access the database by a Title Search on the Western Library's Catalogue, or from the Library's list of Databases under "Research Tools" on the Library's homepage.

Western Undergraduate Economics Review (WUER)

The Department of Economics encourages students to consider submitting their essays to the *Western Undergraduate Economics Review*, a journal published annually by the Department that showcases student work in economics. For further information, please visit http://economics.uwo.ca/undergraduate/undergraduate_economics_review.html.

Essay Prize in Economics

Two prizes may be awarded at the end of the academic year. One prize is for a student registered in a 2100 level course, and one is for a student registered in a 2200 or higher level course. Each prize is valued at \$500.

Students can only win the Essay Prize in Economics once. Economics 4400E is not eligible for this prize as it has its own essay award.

Instructors will nominate student essays for the prize. The essay should be submitted to the Undergraduate Coordinator for consideration by the Essay Prize Committee, which will decide the winner. The Essay Prize Committee will consist of the Undergraduate Program Director, WUER Faculty Advisor and one other faculty member. The decision of the Committee is final and cannot be appeal.

Papers will be judged on content, originality, use of references, spelling, and grammar.

The grade given to the paper will not influence the decision of the Essay Prize Committee as all comments by the original marker will be removed.

The deadlines for instructor submissions are:

Fall courses: January 1st

Winter courses: May 1st

The winner of the essay prize is encouraged to submit their paper to the Western Undergraduate Economics Review. Other appropriate papers may also be submitted.