

**Advanced Organisational Economics Course Description, Summer Semester 2018**  
**Prof. Nick Zubanov**

This course provides a graduate-level overview of a selection of the key topics in organisational economics and management. For each topic, theoretical background is combined with empirical evidence. The course will help students chart out their own research agendas building on the existing research and apply its findings and methods to real-world management problems.

The course topics are:

Introduction (1 lecture)

Economic transactions in Markets vs. Organisations (1 lecture)

Why firms exist (1 lecture)

Incentives in organisations: monetary, career concerns, intrinsic motivation (3 lectures)

Teams and peer pressure (2 lectures)

Formal and real authority in organisations (1 lecture)

Leadership (1 lecture)

Management as a Technology (1 lecture)

Insider econometrics (1 lecture)

Guest lecture (1 lecture)

Revision (1 lecture)

In addition to the lecture slides, the literature for the course consists of the selected book chapters from Gibbons and Roberts' edited Handbook of Organizational Economics plus a selection of journal articles.