

PhD Course on *Strategic and Incentive Issues in Bilateral Relationships*

Instructor: *Anil Arya*, Professor of Accounting and (by courtesy) Economics, Ohio State University.

Tuesday, 16.12., 9.30-13.00, SR 5;

Wednesday, 17.12., 9.30-13.00, SR 4;

Thursday, 18.12., 9.30-13.00, SR 6.

Oskar-Morgenstern-Platz 1, 1090 Wien

Syllabus:

- <http://fisher.osu.edu/~arya.4/Austria1.htm>

The lectures will focus on the interactions between

(i) a firm and its input supplier,

(ii) a firm and its retail rivals when the firm is itself the supplier of critical inputs to its competitors, and

(iii) a firm's budget center and its division managers in capital budgeting negotiations.

The first two employ standard industrial organization tools used in supply chain modeling; the latter makes use of the traditional adverse selection model.

CV:

- <http://fisher.osu.edu/departments/accounting-and-mis/faculty/anil-arya>