

# Course Descriptions Exchange 2015-2016

Course Title International Competitive Analysis and Strategy  
 Course Code EBC4044  
 ECTS Credits 6,5  
 Assessment Whole/Half Grades

Period	Start	End	Mon	Tue	Wed	Thu	Fri
1	31-8-2015	23-10-2015	X/E			X/E	

Level Advanced  
 Coordinator Iwan Bos For more information: [i.bos@maastrichtuniversity.nl](mailto:i.bos@maastrichtuniversity.nl)  
 Language of instruction English  
 Goals The objectives of the course are:

- 1.To develop understanding of the economic principles underlying industry structure and strategy.
- 2.To develop skills in analysing the drivers of the competitive environment and in identifying sound corporate strategies.
- 3.To develop the ability to apply theory to real world cases and to find solutions to real world cases in theory.
- 4.To develop skills in searching for, and making good use of, publicly available information on firms and industries, and carry out basic research.
- 5.To develop teamwork and presentation skills.

Description This course explores the overlapping areas of industrial economics and strategic management. Its focus is on the external environment of the firm and how this environment is affected by strategic decision making of companies. The course is designed to provide students with an understanding of the economic principles underlying strategy formulation. Based on an analysis of the factors shaping the industry, firms assess their positioning relative to their rivals, and formulate strategies in order to achieve a durable competitive advantage. In choosing between strategies, firms have to take into account the possible reactions of rivals to their strategic decisions.  
 The course provides students with the tools to analyse the positioning and performance of firms in different industry environments. These tools mainly rely on economic theories (e.g., theories of industrial Organisation, basic concepts of game theory, transaction cost theory). The course covers various topics in strategy formulation, such as product positioning and differentiation, vertical integration, pricing, strategic commitment and entry deterrence. By combining theory and cases, the course focuses on strategy formulation by multinational firms.

Literature Textbook

Prerequisites Basic knowledge of microeconomics.  
 Exchange students need to have obtained a bachelor's degree with a major in business and need to major in strategy in their master.

Teaching methods PBL / Presentation / Assignment / Papers / Groupwork

Assessment methods Written Exam

Evaluation in previous academic year For the complete evaluation of this course please click <http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM>

This course belongs to the following programme / specialisation

Master Business Research	IB Electives
Master Business Research Track OR	IB Electives
Master Human Decision Science	Electives
Master International Business Track Accountancy	Electives
Master International Business Track Controlling	Electives
Master International Business Track Entrepreneurship	Electives
Master International Business Track Finance	Electives
Master International Business Track Organisation	Electives
Master International Business Track Strategy and Innovation	Electives
Master International Business Track Strategy and Innovation	Strategy
Master International Business Track Sustainable Finance	Electives
SBE Exchange Master	Master Exchange Courses
SBE Non Degree Courses	Master Courses