

# **Master of Science Program**

## **Course Descriptions**

**Winter 1994**

**(Pr. December 1st. 1993)**

**BI**



## **ACADEMIC CALENDAR**

### **Fall Term;**

|           |      |                            |
|-----------|------|----------------------------|
| September | 10   | Opening Ceremony           |
|           | 13   | First day of classes       |
| October   | 8    | Commencement for '93 Grads |
| November  | 19   | Last day of classes        |
| November  | 20 - |                            |
| December  | 11   | Examination Period         |

### **Winter Term;**

|         |         |                      |
|---------|---------|----------------------|
| January | 3       | First day of classes |
| March   | 11      | Last day of classes  |
| March   | 14 - 26 | Examination Period   |

### **Spring Term;**

|       |         |                      |
|-------|---------|----------------------|
| April | 5       | First day of classes |
| June  | 10      | Last day of classes  |
| June  | 11 - 25 | Examination Period   |



## **SCHEDULE: QUARTER DESCRIPTIONS**

### **Energy Management**

*Degree Requirements: One-year Program:* 6 Specialization courses, 2 Core Courses

*Two-year Program:* 7 Specialization courses, 6 Core Course, 2 Electives

#### **One-year Program (EM1)**

- Fall**      GRA 6005 - *Management Profession*; **Core course**  
              GRA 6007 - *Economics II*; **Core course**  
              GRA 6101 - *Energy and the Environment*; **Specialization course**  
              GRA 6105 - *Energy in the World Market*; **Specialization course**
- Winter**    GRA 6102 - *Energy Economics*; **Specialization course**  
              GRA 6106 - *Strategic Management in the Energy Sector*; **Specialization course**  
              GRA 6114 - *Energy Project Analysis*; **Specialization course**
- Spring**    GRA 6104 - *Comparative Energy Policy*; **Specialization course**  
              - Independent study

#### **Two-year Program; First Year (EM 2-1)**

- Fall**      GRA 6002 - *Organizational Science*; **Core course**  
              GRA 6005 - *Management Profession*; **Core course**  
              GRA 6007 - *Economics II*; **Core course**  
              GRA 6105 - *Energy in the World Market*; **Specialization course**
- Winter**    GRA 6003 - *Management Science*; **Core course**  
              GRA 6004 - *Political Science*; **Core course**  
              GRA 6102 - *Energy Economics*; **Specialization course**  
              GRA 6106 - *Strategic Management in the Energy Sector*; **Specialization course**
- Spring**    GRA 6104 - *Comparative Energy Policy*; **Specialization course**  
              GRA 6110 - *Management of Electricity Systems*; **Specialization course**  
              GRA 6113 / GRA 6112 / GRA 6111; **Choose two Elective courses**

#### **Two-year Program; Second Year (EM 2-2)**

- Fall**      GRA 6101 - *Energy and the Environment*; **Specialization course**  
              - Independent study
- Winter**    GRA 6008 - *Corporate Finance*; **Core course**  
              GRA 6114 - *Energy Project Analysis*; **Specialization course**  
              - Student work
- Spring**    - Independent study

## Environmental Management

*Degree Requirements: One-year Program:* 6 Specialization courses, 2 Core Courses

*Two-year Program:* 8 Specialization courses, 5 Core Courses, 2 Electives

### **One-year Program (EVM 1)**

- Fall**     *GRA 6005 - Management Profession; Core course*  
              *GRA 6007 - Economics II; Core course*  
              *GRA 6201 - The Theory of Environmental Economics; Specialization course*  
              *GRA 6101 - Energy and the Environment; Specialization course*
- Winter**   *GRA 6203 - Comparative Environmental Policy; Specialization course*  
              *GRA 6204 - Environmental Accounting; Specialization course*  
              *GRA 6102 - Energy Economics; Specialization course*
- Spring**   *GRA 6202 - Corporate Environmental Management; Specialization course*  
              - Independent study

### **Two-year Program; First Year (EVM 2-1)**

- Fall**     *GRA 6002 - Organizational Science; Core course*  
              *GRA 6005 - Management Profession; Core course*  
              *GRA 6007 - Economics II; Core course*  
              *GRA 6201 - The Theory of Environmental Economics; Specialization course*  
              *GRA 6101 - Energy and the Environment; Specialization course*
- Winter**   *GRA 6003 - Management Science; Core course*  
              *GRA 6004 - Political Science; Core course*  
              *GRA 6106 / GRA 6114; Choose one Elective*
- Spring**   *GRA 6202 - Corporate Environmental Management; Specialization course*  
              *GRA 6203 - Comparative Environmental Policy; Specialization course*  
              *GRA 6113 / GRA 6112; Choose one Elective*

### **Two-year Program; Second Year (EVM 2-2)**

- Fall**     *GRA 6105 - Energy in the World Market; Specialization course*  
              - Independent study
- Winter**   *GRA 6102 - Energy Economics; Specialization course*  
              - Student work
- Spring**   *GRA 6204 - Environmental Accounting Specialization course*  
              *GRA 6111 - Energy in Developing Countries; Specialization course*  
              - Independent study

## **Euromanagement**

*Degree Requirements: One-year Program:* 7 Specialization courses, 1 Core Course

*Two-year Program:* 8 Specialization courses, 5 Core Courses, 2 Electives

### **One-year Program (EUM 1)**

- Fall**      *GRA 6005 - Management Profession; Core course*  
              *GRA 6301 - The New Europe: Political and Economic Implications; Specialization course*  
              *GRA 6302 - Europeans Society and Politics; Specialization course*
- Winter**   *GRA 6303 - EC Policy Making and the Single Market; Specialization course*  
              *GRA 6305 - Europe in a Global Perspective; Specialization course*  
              *GRA 6307 - South European Policies; Specialization course*
- Spring**   *GRA 6304 - EC Policies; Specialization course*  
              *GRA 6306 - Business Strategy in an European Environment; Specialization course*  
              *GRA 6308 - European History; Elective*

### **Two-year Program; First Year (EUM 2-1)**

- Fall**      *GRA 6001 - Economics I; Core course*  
              *GRA 6002 - Organizational Science; Core course*  
              *GRA 6005 - Management Profession; Core course*  
              *GRA 6301 - The New Europe: Political and Economic Implications; Specialization course*
- Winter**   *GRA 6003 - Management Science; Core course*  
              *GRA 6004 - Political Science; Core course*  
              *GRA 6302 - Europeans Society and Politics; Specialization course*  
              *GRA 6303 - EC Policy Making and the Single Market; Specialization course*
- Spring**   *GRA 6304 - EC Policies; Specialization course*  
              *GRA 6104 - Comparative Energy Policy; Elective*  
              *GRA 6203 - Comparative Environment Management; Elective*

### **Two-year Program; Second Year (EUM 2-2)**

- Fall**      *GRA 6302 - Europeans Society and Politics; Specialization course*  
              - Independent study
- Winter**   *GRA 6305 - Europe in a Global Perspective; Specialization course*  
              *GRA 6307 - South European Policies; Specialization course*  
              *GRA 6302 - Europeans Society and Politics; Specialization course (For students in the*  
                      *exchange program Fall-93)*  
              - Student work
- Spring**   *GRA 6306 - Business Strategy in an European Environment; Specialization course*  
              *GRA 6308 - European History; Specialization course*  
              - Independent study

## International Marketing and Strategy

*Degree Requirements: One-year Program:* 7 Specialization courses, 1 Elective

*Two-year Program:* 8 Specialization courses, 5 Core Courses, 2 Electives

### **One-year Program (IS&M 1)**

- Fall**      *GRA 6409 - Distribution Channel Management; Specialization course*  
              *GRA 6302 - Europeans Society and Politics; Specialization course*  
              *GRA 6403/ 6405/ 6002/ 6005/ 6007; Choose one Course - Elective*
- Winter**   *GRA 6401 - Strategic Management 1; Specialization course*  
              *GRA 6408 - Advanced Marketing Research; Specialization course*  
              *GRA 6410 - Advanced Topics in Consumer Behavior; Specialization course*  
              *GRA 6411 - Marketing Models and Decision Support; Specialization course*
- Spring**   *GRA 6402 - Strategic Management 2; Specialization course*

### **Two-year Program; First Year (IS&M 2-1)**

- Fall**      *GRA 6001 - Economics I; Core course*  
              *GRA 6002 - Organizational Science; Core course*  
              *GRA 6005 - Management Profession; Core course*  
              *GRA 6403 - Consumer Behavior; Specialization course*  
              *GRA 6405 - Marketing Research; Specialization course*
- Winter**   *GRA 6003 - Management Science; Core course*  
              *GRA 6004 - Political Science; Core course*  
              *GRA 6401 - Strategic Management 1; Specialization course*  
              *GRA 6410 - Advanced Topics in Consumer Behavior; Specialization course*
- Spring**   *GRA 6402 - Strategic Management 2; Specialization course*  
              *GRA 6407 - Product Management and Strategy; Elective*

### **Two-year Program; Second Year (IS&M 2-2)**

- Fall**      *GRA 6409 - Distribution Channel Management; Specialization course*  
              - Independent study
- Winter**   *GRA 6408 - Advanced Marketing Research; Specialization course*  
              *GRA 6411 - Marketing Models and Decision Support; Specialization course*  
              *GRA 6406 - Marketing Communication; Elective*
- Spring**   - Student work  
              - Independent study



## Finance & Economics

Degree Requirements: One-year Program: 4 Required Specialization courses, 2 Specialization courses, 2 Core Courses  
Two-year Program: 4 Required Specialization courses, 6 Specialization courses, 5 Core Courses

### One-year Program (F&E 1)

- Fall** GRA 6005 - Management Profession: A Strategic Perspective; Core course - Required course  
GRA 6007 - Economics II; Core course - Required course  
GRA 6501 - Financial Theory; Specialization course - Required course  
GRA 6505 - Financial Statement Analysis; Specialization course  
GRA 6508 - Multinational Financial Management; Specialization course  
GRA 6601 - Economics and Information; Specialization course - Required course  
GRA 6604 - Applied Macroeconomics; Specialization course  
GRA 6610 - Econometric Theory and Applications; Specialization course - Required course
- Winter** GRA 6502 - Applied Financial Theory; Specialization course - Required course  
GRA 6506 - Investment Theory; Specialization course  
GRA 6507 - Financial Risk Management; Specialization course  
GRA 6602 - Business Cycle Theory; Specialization course  
GRA 6603 - Industrial Organization; Specialization course  
GRA 6605 - Public Economics II; Specialization course
- Spring** GRA 6606 - Regulation and Control; Specialization course  
GRA 6607 - International Money; Specialization course  
GRA 6609 - International Trade with Imperfect Markets; Specialization course

### Two-year Program; First Year (F&E 2-1) - 93/94

- Fall** GRA 6005 - Management Profession: A Strategic Perspective; Core course - Required course  
GRA 6007 - Economics II; Core course - Required course  
GRA 6508 - Multinational Financial Management; Specialization course  
GRA 6601 - Economics and Information; Specialization course - Required course  
GRA 6604 - Applied Macroeconomics; Specialization course  
GRA 6610 - Econometric Theory and Applications; Specialization course - Required course
- Winter** GRA 6003 - Management Science; Core course - Required course  
GRA 6004 - Political Science; Core course - Required course  
GRA 6602 - Business Cycle Theory; Specialization course  
GRA 6605 - Public Economics II; Specialization course
- Spring** GRA 6607 - International Money; Specialization course  
GRA 6609 - International Trade with Imperfect Markets; Specialization course

### Two-year Program; Second Year (F&E 2-2) - 94/95

- Fall** GRA 6002 - Organizational Science; Core course - Required course  
GRA 6505 - Financial Statement Analysis; Specialization course
- Winter** GRA 6502 - Applied Financial Theory; Specialization course - Required course  
GRA 6506 - Investment Theory; Specialization course  
GRA 6507 - Financial Risk Management; Specialization course  
GRA 6603 - Industrial Organization; Specialization course
- Spring** GRA 6501 - Financial Theory; Specialization course - Required course  
GRA 6606 - Regulation and Control; Specialization course

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**Two-year Program; Second Year (F&E 2-2) - 93/94**

- Fall**      *GRA 6501 - Financial Theory; Specialization course - Required course*  
              *GRA 6505 - Financial Statement Analysis; Specialization course*  
              *GRA 6601 - Economics and Information; Specialization course - Required course*  
              *GRA 6610 - Econometric Theory and Applications; Specialization course - Required course*
- Winter**   *GRA 6502 - Applied Financial Theory; Specialization course - Required course*  
              *GRA 6506 - Investment Theory; Specialization course*  
              *GRA 6507 - Financial Risk Management; Specialization course*  
              *GRA 6602 - Business Cycle Theory; Specialization course*  
              *GRA 6603 - Industrial Organization; Specialization course*  
              *GRA 6605 - Public Economics II; Specialization course*
- Spring**   *GRA 6606 - Regulation and Control; Specialization course*  
              *GRA 6607 - International Money; Specialization course*

# **GRA 6003 Management Science: An Introduction to Decision Theory**

Professor Fred E. Wenstøp, NSM.

## **Course Objectives**

Decision analysis in practice is a set of formal procedures that seeks to aid a decision maker in facing problems that are too complex for purely intuitive choice. There are two characteristics that pervade approaches to applied decision analysis: 1) analytical decomposition and 2) the personal nature of the decision problem.

The objectives of the course are to: 1) provide an introduction to the process of management oriented decision making, 2) impart operational knowledge of the scientific methodology utilized in managerial decision making, and 3) highlight the influence of the individual decision maker's characteristics in the process.

The principles and methods related to applying various quantitative methods and techniques to management decision situations involving multiple objectives will be presented. Certain specific decision analysis methods will be singled out for in-depth treatment.

## **Course outline**

- \* Introduction - managerial decision making processes and theories.
- \* Problem structuring and representation.
- \* Decision with multiple objectives.
- \* Probability theory - basics, assessment and updating.
- \* Decision making under uncertainty.
- \* Decision-making aids.

## **Literature**

Goodwin, P. and Wright, G.: *Decision Analysis for Management Judgment*. Chichester: John Wiley & Sons, 1991.

## **Period**

Winter

## **Evaluation**

Three-hour written examination.

**Evaluation code: GRA 6003.01**

## **Permitted aids for the exam**

Permitted aids include calculators and English dictionaries.

## **GRA 6004 Political Science**

Adjunct Professor Jan Erik Lane, NSM.

### **Course Objectives**

With the objective of introducing the new political economy, or the study of the interaction between politics and economics, this course focuses on how political factors and economic conditions jointly shape the fate of today's industrial and democratic nations. There will be discussion involving economic factors that have an impact on public policies and election outcomes. Further discussion will be held about the effects of politics on public productivity in relation to the choice of economic system and growth rates in the economy.

### **Literature**

Lane, J.E. & Ersson, S.: *Comparative Political Economy*. London: Pinther Publishers, 1991.

Lane, J.E.: *The Public Sector: Concepts, Models and Approaches*. London: Sage, 1993.

Stevens, Joe B.: *The Economics of Collective choice*. Westview Press, Boulder.

### **Period**

Winter

### **Evaluation**

Term Paper

**Evaluation code: GRA 6004.01**

# **GRA 6008 Corporate Finance**

Associate Professor Dag Michalsen, NSM.

## **Course objectives**

The finance discipline has over the last decades matured to the point where there exists a sound body of theory. In this course the theory of finance will be illustrated and applied to problems in corporate finance.

Learning to cope with routine problems is easy, for instance by developing a list of rules for dealing with such problems. But full reliance on the list-of-rules approach is insufficient as problems that do not fit surely will be encountered. A thorough understanding of financial theory will, however, facilitate transcending the simple rules.

## **Course outline**

1. *Finance - An Introduction.*
2. *Accounting Statements and Cash Flow.*
3. *Value and Capital Budgeting:*
  - \* Net Present Value.
  - \* Valuation of Bonds and Stock.
  - \* Alternative Investment Rules.
  - \* Capital Budgeting.
4. *Uncertainty:*
  - \* Capital Market Theory.
  - \* Risk and Return.
  - \* The Capital Asset Pricing Model.
  - \* The Arbitrage Pricing Theory.
  - \* Risk, Return, and Capital Budgeting.
5. *Capital Structure and Dividend Policy:*
  - \* Overview of Capital Structure Theories.
  - \* Dividend Policy.

## **Literature**

Ross, S.A., Westerfield, R.W. & Jaffe, J.F.: *Corporate Finance*. 3rd. ed., Richard D. Irwin, 1993.  
*Articles; A readings list will be provided the first day of class.*

## **Period**

Winter

## **Evaluation**

A five-hour written exam by the end of the lecture series. The exam will be comprised of topics discussed in class as well as assigned readings throughout the course.

**Evaluation code: GRA 6008.01**

## **Permitted aids for the exam**

None

# GRA 6010 Business Logistics

Professor Göran Persson and Associate Professor Helge Virum, NSM.

## Course Objectives

The objective of the course is twofold; 1) to give an overview of the current status of research on the key issues of logistics management, and 2) to develop an understanding of the link between logistics and business strategy.

## Course outline

- \* Introduction to business logistics.
- \* Leading edge logistics.
- \* Competitiveness through logistics.
- \* Time-based management.
- \* Partnership in providing customer service.
- \* Supplier partnerships.
- \* Manufacturing and logistics.
- \* International logistics.
- \* Logistics in service industries.
- \* Logistics and environmental issues.

## Literature

Coyle, J.J., Bardi, E.J. & Langley, C.J.: *The Management of Business Logistics*. West Publishing Company, 1992.  
Camp, R.C.: *Benchmarks: The search for industry best practices that lead to superior performance*. ASQC Quality Press, 1989.  
*Articles; A reading list will be provided the first day of class.*

## Recommended literature

(Each book corresponds to one of the topics in the course outline)

Cairncross, F.: *Costing and Earth*. The Economist Book LTD, 1991.  
Cooper, J., O'Laughlin, K.A. & Cabocel, E.: *Reconfiguring European Logistics Systems*. Oak Brook, Ill.: Council of Logistics Management, 1993.  
Byrne, P.M.: *Improving Quality and Productivity in Logistics Process*. Achieving consumer satisfaction breakthroughs, Oak Brook, Ill.: Council of Logistics Management, 1991.  
Cooper, M.C.: *Strategic Planning for Logistics*. Oak Brook, Ill.: Council of Logistics Management, 1992.  
La Londe, B.L.: *Partnerships in Providing Customer Service: A Third Party Perspective*. Oak Brook, Ill.: Council of Logistics Management, 1989.  
Smith, P.A. (ed): *Logistics in the Service Industries*. Oak Brook, Ill.: Council of Logistics Management, 1991.  
Gadde, L.E. & Håkanson, H.: *Professional Purchasing*. London: Routhledge, 1993.  
Stalk, G. & Hout, T.M.: *Competing Against Time*. New York, N.Y.: The Free Press, 1990.  
Womach, Jones & Roos: *The machine that changed the world*. New York: Rawson Ass., 1990.

## Period

Winter

## Evaluation

An academic term paper, class participation and class presentation.

**Evaluation code: GRA 6010.01**

# **GRA 6102 Energy Economics**

Associate Professor Ole Gunnar Austvik

## **Course Objectives**

To facilitate an understanding of the development of oil and gas markets. The impact of energy on the economy of petroleum exporting countries.

## **Contents**

- \* Methods and models for understanding the development of the oil market.
- \* The theory of depletion of non-renewable energy sources, emphasizing oil and gas.
- \* The economics and regulation of natural gas markets.
- \* Energy prices and tariffs.
- \* The relationship between energy and capital.
- \* Income and price elasticities of demand for energy.
- \* Energy and the macro economy.
- \* Policies for energy exporting & importing countries.

## **Literature**

*Compendium*

## **Period**

Winter

## **Evaluation**

A three-hour written exam (70%)

Paper (30%)

**Evaluation code:** GRA 6102.01 - (written exam)

GRA 6102.02 - (paper)

## **Permitted aids for the exam**

None

# **GRA 6106 Strategic Management in the Energy Sector**

Professor Øystein Noreng, NSM.

## **Course Objectives**

To present an overview of key strategic management issues in the energy industry in a changing environment.

## **Contents**

The basic elements of uncertainty and risk affecting the energy industry. Technical risk and market risk. Strategic decision-making in the energy industry. Positioning, balancing, coordination and control in the oil industry. Vertical and horizontal integration in the oil industry. Strategic management in gas and electricity industries. Control patterns for privately and publicly owned energy companies.

## **Literature**

Welker, A.J.: *The Oil and Gas Book*. Tulsa, Oklahoma: SciData publ., 1985.

Berger, B.D. & Anderson, K.E.: *Modern Petroleum*. 3rd. ed., Tulsa, Oklahoma: PennWell Books, 1992. (ch. 10-18)

Johnston, D.: *Oil Company Financial Analysis*. In Noutechnical language, Tulsa, Oklahoma: PennWell Books, 1992. (ch. 2 and 6-8)

*Compendium*

## **Recommended literature**

Charreton, R. & Bourdaire, J.M.: *Industrial Practice of Decision Theory*. In Munier, B.R. (ed.): *Risk Decision and Rationality*, Dordrecht: Reidel, 1988. (pp. 657-678)

Charreton, R. & Bourdaire, J.M.: *Economic Decision Making*. Paris: Éd. Rueil-Malmaison/Institut Francais du Pétrole, Paper no. 37687.

Frankel, P.: *Essentials of Petroleum - A Key to Oil Economics*. 2nd ed., London: Fran Cass & Co., 1968.

Luce, R.D. & Raiffa, H.: *Games and Decisions*. N.Y.: John Wiley and Sons, 1957.

Neumann, J. von & Morgenstern, O.: *Theory of Games and Economic Behavior*. 3rd ed., N.Y.: John Wiley and Sons, Science Editions, 1964.

Raiffa, H.: *Decision Analysis - Introductory Lectures on Choices Under Uncertainty*. N.Y.: Random House, 1968.

Savage, L.J.: *The Foundations of Statistics*, 2nd ed., N.Y.: Dover Publications, 1972.

## **Period**

Winter

## **Evaluation**

A five-hour written exam

Evaluation code: GRA 6106.01

## **Permitted aids for the exam**

None



## **GRA 6114 Energy Project Analysis**

Dr. Krishan A. Malik, President, Institute for Petroleum Development, University of Texas at Austin.

### **Course Objectives**

To analyze critical factors in energy project analysis, especially investment criteria and required return on capital. To highlight the critical factors influencing cash flows, project acceptance, financing patterns and implementation of energy projects.

### **Contents**

Critical factors in energy project analysis, emphasizing oil and gas development projects. Investment criteria and return on capital required. Risks in the energy industry. Risk analysis and planning in energy companies. Project models. Decision making in the energy industry. Risk and rate of return.

Project financing and company financing. Equity financing and external financing in the energy industry. The international capital market and the financing of energy projects. Financial Management, capital Structures, Cost of Capital and financial Ratios, Loan Negotiations.

### **Course outline**

- \* Fundamental Considerations in Project Analysis.
- \* Project Economics and Decision-Making Techniques.
- \* Effects of the Following Factors on Project Analysis:
  - \* Treatment of Inflation on Energy Projects.
  - \* Risk and Sensitivity Analysis.
  - \* Depreciation.
  - \* Cost Analysis.
  - \* Equipment Replacement Analysis.

### **Literature**

*Compendium*

### **Period**

Winter

### **Evaluation**

Term Paper

Evaluation code: GRA 6114.01

## **GRA 6204 Environmental Accounting**

Assistant Professor Stefan Schaltegger, Ph.D, Universität Basel, Institut für Betriebswirtschaft  
Wirtschaftswissenschaftliches Zentrum, Basel, Switzerland.

### **Course Objectives**

- \* To examine what is understood by environmental accounting on the corporate as well as the macro-economic level;
- \* To learn and analyze different approaches to account for financial as well as ecological effects of economic activities.

### **Contents**

In this course we will discuss goals, approaches, strengths and weaknesses as well as applications of environmental accounting. Some of the topics are:

- \* Framework to categorize existing approaches of environmental accounting
- \* Environmental accounting systems for firms (e.g. financial, tax and managerial accounting)
- \* Accounting of financial implications of environmental regulations
- \* Measurement of environmental impacts of business (e.g. products, production sites)
- \* Eco-audit (EC- and US approaches)
- \* Eco-controlling, total quality environmental management (TQEM) and strategic implications of environmental accounting
- \* Integration of measures of environmental and economic performance
- \* External measurement and ranking of the environmental performance of firms (e.g. by environmental fund managers)
- \* Approaches of "green" national accounts

### **Literature**

Owen, D. (Ed.): Green Reporting. Accountancy and the Challenge of the Nineties, London: Chapman & Hall, 1992

Gray, R. H.: The Greening of Accountancy: The Profession after Pearce, Certified Research Report 17, London: ACCA, 1990

Alfsen, K. H. et al.: Natural Resource Accounting and Analysis. The Norwegian Experience 1978-1986, Sosiale Og Økonomiske Studier 65, Oslo/Kongsvinger: Statistisk Sentralbyrå, 1987  
Compendium

### **Period**

Winter

### **Evaluation**

- \* Attendance and participation (20%)
- \* Two team papers (4 pages) with brief presentation (30%)
- \* Two individual papers (2 pages) (20%)
- \* Final individual paper (6 pages) (30 %) which will be due at the end of the course  
Topics will be introduced on the second day of the course.

**Evaluation code: GRA 6204.01**

## **GRA 6205 Global Environmental Policy**

Associate Professor Helge Ole Bergesen, NSM.

### **Course Objectives**

The main purpose of the course is to give students an understanding of international and transnational environmental relations, including (1) the political structures within which these issues are handled, (2) the economic and political interests involved, (3) the actors that have been mobilized by environmental threats and (4) possible solutions to ecological problems that cut across borders. Through case studies the link between global, national and local issues - including the challenges to international business companies - will be elaborated.

### **Contents**

The course will be organized under the following headings:

Management under anarchic conditions

The character of transnational environmental issues

Key actors in international environmental management

National responses to global environmental changes

Case study: Reactions to the greenhouse effect in a selected group of countries, implications for national and environment policy.

### **Literature**

The course will be based on selected parts of the following volumes:

Hurrell, A. and Kingsbury, B. (eds): *The International Politics of the Environment*, Clarendon/Oxford University Press, 1992

Thomas, C.: *The Environment in International Relations*, Royal Institute of International Affairs, London, 1992

Haas, P. M., Keohane, R. O. and Levy, M. A. (eds): *Institutions for the Earth*, MIT Press, Cambridge/London, 1993

Bergesen, H. O. and Parmann, G. (eds): *Green Globe Yearbook 1992 and 1993*, Oxford University Press/Norwegian University Press, Oxford, 1992 and 1993

### **Period**

Winter

### **Evaluation**

Class participation (30%)

Term paper (70%)

Assignments will be distributed for students to choose a topic of their interest in early February, with appropriate literature references in addition to the above. Two or three students can submit a joint paper.

**Evaluation code: GRA 6205.01**

## **GRA 6302 European Society and Politics**

Adjunct Professor Jan Erik Lane, NSM.

### **Course Objectives**

This course provides the student with a comprehensive introduction to the politics of Western Europe with special reference to the political cultures, structures of political participation, policy making and policy implementation. The course will, in particular, examine those cultural and structural aspects most relevant to business in European nations as well as the EC.

### **Contents**

The course will not only cover the major nations, UK, France, Germany, and Italy, but will also place the Nordic countries and "the Scandinavian Model" in the European context. Among structural aspects that will be discussed are the social, religious, and territorial cleavages, the party systems, the interest groups and popular movements, the electoral and the corporate channels of representation, the central governments and their relationships with local government. Various aspects of the business-government relationship will be discussed as well as some of the major problems in West European politics: The crisis of the welfare state, the unemployment problem, women's issues, environment, race and immigration.

### **Literature**

Wilson, G.K.: *Business and Politics. A Comparative Introduction*. 2nd. ed. London: Macmillan, 1990.

Urwin, D.W. & Paterson, W.E. (eds.): *Politics in Western Europe Today*. London: Longman, 1990.

Lane, J.E. & Ersson, S.O.: *Politics and Society in Western Europe*. 3rd. ed. London: Sage, 1991.

*Various additional readings.*

### **Recommended literature**

Andersen, S.S. & Eliassen, K.A.: *Det nye Europa - Den europeiske unions institusjoner og politikk*. Oslo: Tano, 1992.

### **Period**

Fall and Winter

### **Evaluation**

A five-hour written exam

**Evaluation code: GRA 6302.01**

### **Permitted aids for the exam**

None

## **GRA 6303 EC Policy Making and The Single Market**

Professor Arild Underdal, University of Oslo.

Professor Svein S. Andersen, NSM.

### **Course Objectives**

To provide an overview of the main EC institutions and the processes through which Community policies are made and implemented. The course also provides an introduction to the basic principles of and the economic rationale behind the single market.

### **Contents**

The course starts with a brief introduction to the (neo) functionalist theory of integration, with emphasis on integrative mechanisms and strategies. The first major part of the course provides an overview of the institutional structure and policy-making processes of the EC, including the interplay between Community institutions on the one hand and national governments and non-governmental organizations and interest groups on the other. The second major section gives an introduction to EC policies in selected areas (agriculture, industry/technology, energy, and medium-sized businesses). The final section is devoted to the single market; more specifically its basic principles and its rationale.

### **Literature**

Nugent, N.: *The Government and Politics of the European Community*. 2nd. ed., London: Macmillan, 1991. (Chap. 3-14).  
Nye, J.S.: *Comparing Common Markets: A Revised Neo-Functionalist Model*. In *International Organization*, 24(4), 1970. (pp. 796-835).  
Andersen, S.S. & Eliassen, K.A.: *European Community Lobbying*. In *European Journal of Political Research*, 19(6), 1991.  
Beije, P.R., et.al.: *A Competitive Future for Europe. Towards A New European Industrial Policy*. London: Croom Helm, 1987. (Chap. 4, 5 & 12).  
Sargeant, J.: *Corporatism and the European Community*. In Grant W.(ed.): *The Political Economy of Corporatism*. London: Macmillan, 1985. (pp. 229-254).  
EC publication: *Energy in the European Community*. EC Documentation, 7/1990.  
Emerson, M., et.al.: *The Economics of 1992*. In *European Economy*, No 35/1988 (or book edition 1989).

### **Recommended literature**

Lodge, J.: *The European Community and the Challenge of the Future*. (I & II). London: Pinter Publishers 1989.  
Krugman, P.: *Economic Integration: Some Conceptual Issues*. In Padoa-Schioppa, et. al.: *Efficiency, Stability and Equity*. Oxford: Oxford University Press, 1988. (pp. 117-140)  
Melchior, A.: *Economic gains from 1992: Some notes on the Cecchini report*. Stockholm: Industriens Utredningsinstitut: Working, Paper No 276/1990.  
Molle, W.: *The Economics of European Integration*. Aldershot: Dartmouth, 1990.

### **Period**

Winter

### **Evaluation**

Term Paper

Evaluation code: GRA 6303.01

## **GRA 6305 Europe in a Global Perspective**

Senior Lecturer Gerson Komissar, NSM.

Head of Department, Arne Melchior, Norwegian Institute of International Affairs.

### **Course Objectives**

This course provides the student with an introduction to the development of international trade relations. Different aspects of international trade regulations and the adaptation of these regulations by the larger multinational companies are presented. The role and challenge of the EC are seen in such an international trade and global perspective and supplemented with sectors of the economy where the EC has a more restrictive policy.

### **Contents**

Central issues and aspects of the development in international trade are presented, such as the role of GATT, anti-dumping and the role of special policies and subsidies in the EC. The role of the European market and the restructuring of industries in Europe before 1992 are presented in a global context. Competitive strategies of the larger multinational companies and the Triad Power concept are given particular attention as part of the market structure. The reconstruction of different industries in a 1992 perspective is focused on with special attention to the offensive and defensive strategic aspects of global competition. The European car industry and the special problems of the industry s are used to demonstrate the adaptation to the new "1992" solution.

### **Literature**

Krugman, Paul R. and Obstfeld, M. (Eds): *International Economics. Theory and policy*. Second Edition, 1991, Harper Collins Publ.

Scott, Jeffrey J. (Ed): *Completing the Uruguay Round. A Result-Oriented Approach to the GATT Trade Negotiations*. Institute for International Economics. Washington D.C. 1990.

Haaland, Jan I. and Wooton, I.: *The trade effects of current trade policy issues*. SNF-Report no. 46 / 993, Bergen. (Stiftelsen for Samfunns- og Næringslivsforskning).

Dyker, D.A. (ed.): *The European Economy*. London: Longman, 1992.

Brewer, Thomas L. *Government Policies, Market Imperfections and Foreign Direct Investment*. *Journal of International Business Studies*, first quarter, 1993.

Selected articles will be distributed during the course period.

### **Recommended literature**

Dicken, Peter: *Global Shift*, Paul Chapman Publ. Ltd., second edition, 1992.

Cantwell, John (Ed.): *Multinational Investment in Modern Europe*. Edward Elgar, 1992.

Porter, M. E. *New Global Strategies for Competitive Advantage*, *Planning Review*, March / April 1990.

Julius, DeAnne: *Global Companies and Public Policy*, Pinter Publishers, London 1990.

### **Period**

Winter

### **Evaluation**

A five-hour written exam

Evaluation code: GRA 6305.01

Permitted aids for the exam: None

## GRA 6307 South European Policies

Professor Maurizio Cotta, Università Deghi Studi de Siena, Dipartimento di Studi Politici e di Storia Giuridico Politica, Italy.

### Course Objectives

This course provides a basic introduction to the understanding of the politics and society of Southern European countries. The similarities, but also the important differences, between Greece, Italy, Spain and Portugal in the historical backgrounds, political and institutional developments during this century (and particularly in postwar years), cultural patterns, social structures and economic performances will be analyzed and discussed. Special attention will be devoted to the role these countries are playing in the European Community.

### Contents

- \* Does Southern Europe exist? Historical background.
- \* Social, economic and cultural maps of Southern European countries.
- \* Patterns of economic development.
- \* Non-linear paths of political development. From weak to consolidated democracies through non-democratic experiences.
- \* Institutions and political actors.
- \* Policy-making and interest groups.
- \* Agenda for the future: what changes are underway or foreseeable?
- \* Southern Europe and the rest of the Europe.

### Literature

Donaghy, P., et.al.: *Spain, a Guide to Political and Economic Institutions*. Cambridge: Cambridge University Press, 1987.  
Hine, D.: *Governing Italy. The Politics of Bargained Pluralism*. Oxford: Clarendon, 1993.  
Liebert, U. & Cotta, M. (eds.): *Parliament and Democratic Consolidation in Southern Europe*. London: Pinter, 1990.  
Pridham, G. (ed.): *Securing Democracy, Political Parties and Democratic Consolidation in Southern Europe*. London: Routledge, 1990.

### Recommended literature

Bar, A.: *Spain*. In Blondel, J. & Muller-Rommel, F.: *Cabinets in Western Europe*. London: Macmillan, 1988.  
Bruneau, T.C. & McLeod, A.: *Politics in Contemporary Portugal*. Boulder: Lynne Rienner, 1986.  
Catanzaro, R.: *Men of Respect: A Social History of the Sicilian Mafia*. New York: Free Press, 1992.  
Cotta, M.: *Elite Unification and Democratic Consolidation in Italy: A Historical Overview*. In Higley, J., et.al. (eds.): *Elites and Democratic Consolidation in Latin America and Southern Europe*. Cambridge: Cambridge University Press, 1992.  
Farneti, P.: *The Italian party system*. London: Printer, 1985.  
Featherstone, K., et.al. (eds.): *Political Change in Greece: Before and After the Colonels*. London: Croom Helm, 1987.  
Francioni, F.: *Italy and EC Membership evaluated*. London: Printer, 1992.  
Gunther, R.: *Spain: The Very Model of the Modern Elite Settlement*. In Higley, J. & Gunther, R. (eds.): *Elites and Democratic Consolidation in Latin America and Southern Europe*. Cambridge: Cambridge University Press, 1992.  
Gunther, R., et.al.: *Spain after Franco: The Making of a Competitive Party System*. Berkeley: Univ. of California Press, 1986.  
*Italian Politics: A Review*. London: Printer. (A yearbook published with different editors).  
Lange, P., et.al.: *State, Market and Social Regulation: New Perspectives on Italy*. Cambridge: Cambridge Univ. Press, 1989.  
La Palombara, J.: *Democracy Italian Style*. New Haven Yale University Press, 1987.  
O'Donnell, G., et.al.: *Transitions from Authoritarian Rule: Southern Europe*. Baltimore: Johns Hopkins Univ. Press, 1986.  
Putnam, R., et.al.: *Making Democracy Work. Civic Tradition in Modern Italy*. Princeton: Princeton University Press, 1993.  
Sassoon, D.: *Contemporary Italy: Politics, Economy, and Society Since 1945*. London: Longman, 1986.

### Period

Winter

### Evaluation

Term paper

Evaluation code: GRA 6307.01

# **GRA 6401 Strategic Management 1; Foundations of strategic management in a global context**

Associate Professor Bente R. Løwendahl, NSM.

## **Course Objectives**

To develop an understanding of the current status of research on the key issues of strategic management in an increasingly global context.

## **Contents**

The course covers an overview of key issues in strategic management research, as well as offers an in-depth analysis of a set of central research articles pertaining to these issues.

*Topics covered include:*

- \* The concept of strategy - its evolution and present status; goals, mission, vision, and intent.
- \* Strategic analysis of the environment - competitive strategy, industry analysis, stakeholder perspectives.
- \* Strategy at the corporate level - corporate strategy, portfolio management, diversification, vertical integration.
- \* Strategy at the business level - strategy and structure, competitive advantage, and core competences.
- \* Global strategy and internationalization - global industries, the triad, the transnational firm.

## **Literature**

Hax, A.C. & Majluf, N.S.: *The strategy concept and process. A pragmatic approach*. Englewood Cliffs. N.J.: Prentice Hall, 1991.

Porter, M.E.: *Competition in Global Industries*. Boston, Mass.: Harvard Business School Press, 1986. (selec. chap.)

Teece, D.J. (ed.): *The competitive challenge*. N.Y.: Ballinger, 1987. (selec. chap.)

*Research articles to be specified in class.*

## **Period**

Winter quarter. Required specialization course for International Marketing and Strategy. The course should be taken the first year in the two-year program.

## **Evaluation**

Class participation and class presentations, two case hand-ins, and an academic term paper.

**Evaluation code:** GRA 6401.01 - (term paper - 40%)

GRA 6401.02 - (case 1 - 20%)

GRA 6401.03 - (case 2 - 20%)

GRA 6401.04 - (class participation and presentation - 20%)



# **GRA 6406 Marketing Communications**

Associate Professor Thorolf Helgesen, NSM.

## **Course Objectives**

Successful communications with customers is a key requisite to achievements in the market place. This applies to consumer markets and to business-to-business markets as well. Communications, whether personalized or via mass media, must be designed and executed within an overriding marketing program, and with a full understanding of the communications process and effects.

This course covers all aspects of modern marketing communications, including recent media developments on an international scale. It is based on recent research in advertising and promotions, with an emphasis on managerial aspects and implications, and with effectiveness as a core concept.

The lecture deals with the scientific bases for marketing communications within the disciplines of psychology, sociology, communications and economics. Also, the course covers advertising and promotion as integrated fields of the more comprehensive marketing plan.

## **Outline**

- \* Introduction to marketing communications.
- \* Advertising and promotions markets and systems worldwide.
- \* Mass communication theory.
- \* Psychology in marketing communications.
- \* Sociology in marketing communications.
- \* Economics in marketing communications.
- \* Target marketing and positioning.
- \* Measurement of communication effects.
- \* Consumer and industrial communications.
- \* Media selection for advertising purposes.
- \* Planning and execution of communication campaigns.
- \* Advertising and society.

## **Literature**

Aaker, D.A., Batra, R. & Myers, J.G.: *Advertising Management*. 4th. ed., Englewood Cliffs. N.J.: Prentice-Hall, 1992.  
*Various articles which will be handed out at the outset of the course.*

## **Period**

Winter

## **Evaluation:**

The evaluation will be based on a term paper (project work) on marketing communications according to the students' own choice of issues.

**Evaluation code: GRA 6406.01**

## **GRA 6408 Advanced Marketing Research**

Professor Geir Gripsrud and Professor Ivar Kristianslund, NSM.

### **Course Objectives**

This course is designed to provide students with an understanding of how multivariate data analysis can be applied in marketing research and to give experience in the use of such techniques. Students need to have taken GRA 6405 or an equivalent basic course in marketing research before enrolling in this course.

### **Contents**

- \* Types of multivariate techniques.
- \* Multiple Regression Analysis.
- \* Multiple Discriminant Analysis.
- \* Multivariate Analysis of Variance.
- \* Factor Analysis.
- \* Cluster Analysis.
- \* Multidimensional Scaling.
- \* Conjoint Analysis.
- \* Structural Equation Modeling.

### **Literature**

Hair Jr., J.F., et.al.: *Multivariate Data Analysis. With Readings*. 3rd. ed., N.Y.: Macmillan, 1992.  
*Other readings will be distributed in class.*

### **Period**

Winter

### **Evaluation**

Grading for the course will be based upon the following components: written exam (60%), term paper (40%).

**Evaluation code: GRA 6408.01**

## **GRA 6410 Advanced Topics in Consumer Behavior**

Assistant Professor Erik Olson, NSM.

### **Course Objectives**

This course will involve the critical review of selected topics in consumer behavior. Course materials and class discussions will revolve around current theoretical research and methodological issues in consumer behavior. The course is designed for people who have a good basic understanding of consumer behavior issues.

### **Contents**

- \* Information Search.
- \* Cognitive and Affective Processing.
- \* Product Involvement.
- \* Attitude Formation and Learning.
- \* Consumption Outcomes.
- \* Methodological Alternatives to Studying Consumer Behavior Issues.

### **Literature**

Literature will come from original journal articles. A readings packet will be available. Additional articles may be handed out during class by the instructor.

### **Period**

Winter

### **Evaluation**

Grading for the course will be based a research paper, class presentation, and class participation. A major component of the grade will be dependent on student groups who are assigned to present and lead a class discussion about one of the assigned topics.

**Evaluation code: GRA 6410.01**

## **GRA 6411 Marketing Models and Decision Support**

Associate Professor Øystein D. Fjeldstad, NSM.

### **Course Objectives**

Decision Support Systems are used by leading companies to help marketing managers make better decisions. Decision Support Systems in marketing are computerized systems that incorporate models and data associated with key marketing decisions. This course will familiarize the students with a variety of formal marketing models and develop an understanding of how to use these models for decision support. The course emphasizes the application of models.

### **Contents**

1. *Decision support in marketing.*
2. *Marketing decisions and marketing modelling:*
  - \* Consumer behavior modelling.
  - \* Marketing mix.
  - \* Life cycle modeling.
  - \* Product innovation.
  - \* Competition.
3. *Development and implementation of decision support systems.*
4. *Product Managers Workbench.*

### **Literature**

Lilien, G.L., Kotler, P. & Moorthy, K.S.: *Marketing Models*. Englewood Cliffs, N.J.: Prentice-Hall, 1992.  
*Selected articles and cases*

### **Period**

Winter

### **Evaluation**

Evaluation will be based on case assignments, class participation and a term paper.

**Evaluation code: GRA 6411.01**

# GRA 6502 Applied Financial Theory

Professor Øyvind Bøhren, Associate Professor Dag Michalsen and Associate Professor Knut Sagmo, NSM.

## Course Objectives

This course bridges the gap between financial theory and corporate financial policy. The emphasis will be on corporate applications in order to facilitate the understanding of the nature and uses of financial theory.

## Course outline

1. *Multiperiod capital budgeting under uncertainty:*
  - \* Admissible uncertainty in a multiperiod CAPM.
  - \* APT and multiperiod capital budgeting.
  - \* Risky cost structures.
  - \* Abandonment value.
2. *Capital structure and the cost of capital:*
  - \* Value of the firm with both personal and corporate taxes.
  - \* A synthesis of M&M and CAPM.
  - \* The cost of capital with risky debt.
  - \* The maturity structure of debt.
  - \* Possible reasons for an "optimal" mix of debt and equity.
  - \* Empirical evidence on capital structure.
3. *Dividend policy:*
  - \* Dividend policy with both personal and corporate taxes.
  - \* Toward a theory of optimal dividend policy.
  - \* Overview of empirical evidence on dividend policy.
4. *The economics of leasing.*
5. *Applied issues in corporate finance:*
  - \* Pension fund management.
  - \* Interest rate swaps.
  - \* LBO's and going private.
  - \* Executive compensation plans
6. *Mergers, acquisitions and corporate control:*
  - \* Corporate restructuring and control.
  - \* Theories of M&A activity.
  - \* Theories of restructuring.
  - \* Tests and applications.

## Literature

Copeland, T.H. & Weston, J.F.: *Financial Theory and Corporate Policy*. 3rd. ed., Reading Mass.: Addison-Wesley, 1988.

Chew Jr., D.H. (ed.): *The New Corporate Finance: Where Theory Meets Practice*. NY: McGraw-Hill, 1993.

Articles.

A readings list will be provided the first day of class.

## Period

Winter

## Evaluation

A term paper (40%) and a three-hour written examination by the end of the lecture series (60%). The exam is comprised of topics discussed in class as well as assigned readings throughout the course.

Evaluation code: GRA 6502.01 - (written exam)

GRA 6502.02 - (term paper)

## Permitted aids for the exam

None

# GRA 6506 Investment Theory

Associate Professor Dag Michalsen, NSM.

## Course Objectives

This course provides an understanding of the investment environment and process. The investment environment includes the kinds of marketable securities that exist and where and how they are bought and sold. The process is concerned with decision-making, how much to invest in each security and when to make these investments.

## Course outline

1. *Introduction.*
  - \* The development of investment theory.
  - \* Why learn modern investment theory?
2. *Securities and markets.*
3. *Portfolio management.*
  - \* Combining individual stocks into portfolios.
  - \* Finding the efficient set.
  - \* Index models.
4. *Risk, expected return, and performance measurement.*
  - \* The capital asset pricing model.
  - \* Empirical tests of the CAPM.
  - \* The Arbitrage Pricing Theory.
  - \* Measuring portfolio performance.
5. *Interest rates and bond management.*
  - \* The term structure of interest rates.
  - \* Bond portfolio management.
  - \* Interest immunization.
6. *The pricing of complex securities.*
  - \* European option pricing.
  - \* American option pricing.
  - \* Complex securities as portfolios of options.
  - \* Financial forward and futures contracts.
7. *Issues in investment management.*
  - \* The effect of tax on investment strategy and security prices.
  - \* Stock valuation models.
  - \* Estimating future earnings and dividends.
  - \* Market efficiency anomalies and investment strategies.

## Literature

Haugen, R.A.: *Modern Investment Theory*. 3rd. ed., Englewood Cliffs, N.J.: Prentice-Hall, 1993.

Chew Jr., D.H. (ed.): *The New Corporate Finance: Where Theory Meets Practice*. NY: McGraw-Hill, 1993.

*Articles.*

*A readings list will be provided the first day of class.*

## Period

Winter

## Evaluation

A term paper (40%) and a three-hour written examination by the end of the lecture series (60%). The exam is comprised of topics discussed in class as well as assigned readings throughout the course.

**Evaluation code:** GRA 6506.01 - (written exam)

GRA 6506.02 - (term paper)

## Permitted aids for the exam

None

## **GRA 6507 Financial Risk Management**

Associate Professor Knut Sagmo, NSM.

### **Course Objectives**

To identify and systematically analyze the firm's risk profile. This risk profile reflects cash flow uncertainty emanating from the firm's real and financing decisions.

### **Course outline**

- \* A definition of financial risk management.
- \* Investment and capital structure decisions.
- \* Financial contracts and risk preferences.
- \* Identification and measurement of risk.
- \* Risk-reducing strategies.
- \* Forward and futures contracts.
- \* Swap agreements.
- \* Option contracts.

### **Literature**

Smith Jr., C.W., Smithson, C.W. & Wilford, D.S.: *Managing Financial Risk*. N.Y.: Harper & Row, 1990.

Chew Jr., D.H. (ed.): *The New Corporate Finance: Where Theory Meets Practice*. NY: McGraw-Hill, 1993.

*Articles and other material discussed in class.*

*A readings list will be provided the first day of class.*

### **Period**

Winter

### **Evaluation**

A term paper (40%) and a three-hour written examination (60%) by the end of the lecture series. The exam is comprised of topics discussed in class as well as assigned readings throughout the course.

**Evaluation code:** GRA 6507.01 - (written exam)

GRA 6507.02 - (term paper)

### **Permitted aids for the exam**

None

## **GRA 6605 Public Economics II**

Professor Vidar Christiansen, NSM.

### **Course Objectives:**

The course is a continuation of Public Economics I in the first division. The aim is to give a specialization in modern economic analysis of tax policies, government transfers, price setting and resource use in the public sector in a mixed economy.

### **Contents**

- \* Normative tax theory.
- \* Price setting in public enterprises.
- \* Public transfers.
- \* Public resource use financed by distortionary taxes.
- \* Bureaucratic behavior.

### **Literature**

Atkinson, A.B. & Stiglitz, J.E.: *Lectures on Public Economics*. London: McGraw-Hill, 1980. (Selec. Parts)  
Selected articles.

### **Period**

Winter

### **Evaluation**

A three-hour written examination at the conclusion of the quarter based primarily on lectures and required readings.

**Evaluation code: GRA 6605.01**

### **Permitted aids for the exam**

No study aids allowed - except:

- \* Peter Berck & Knut Sydsæter, *Economists' Mathematical Manual*, Springer Verlag 1991.
- \* Berck & Sydsæter, *Matematisk formelsamling for økonomer*, Universitetsforlaget, 1992.
- \* Thalberg & Sydsæter, *Matematisk formelsamling*.