

## Chapter 5: Oligopoly Markets and Game Theory

### - The Characteristics of Oligopoly Markets

### - The n-firm Concentration Ratio

### - Reasons for Collusive Behaviour & Non-Collusive Behaviour

### - Overt Collusion and Cartels

### - Tacit Collusion and Price Leadership

### - Game Theory, including Prisoner's Dilemma

### - Price Competition and Non-Price Competition

**"Game Theory is a theory of strategic interaction... It is a theory of rational behaviour in social situations in which each player has to choose his moves on the basis of what he thinks the other players' countermoves are likely to be."**

John Harsanyi

(Oxford University, 1955 - 2000)

## Showing Prisoner's Dilemma in a Game Theory Matrix

continued on the following Game Theory Matrix for the Oligopoly Market:

		Mark in Jail	
		Confess / Not Confess	Not Confess / Confess
Prisoner A	Confess / Not Confess	10 / 10 years prison 5 / 5 years prison	10 / 10 years prison 1 / 1 year prison
	Not Confess / Confess	1 / 1 year prison 10 / 10 years prison	1 / 1 year prison 10 / 10 years prison

### Understanding the Game Theory Matrix

- Prisoner A can **confess** or **not confess**. Prisoner B can **confess** or **not confess**.
- Prisoner A can **not confess** or **confess**. Prisoner B can **not confess** or **confess**.
- Prisoner A can **confess** or **not confess**. Prisoner B can **confess** or **not confess**.
- Prisoner B can **confess** or **not confess**. Prisoner A can **confess** or **not confess**.

In this matrix, the outcomes for (Prisoner A / Prisoner B) are: (10 years / 10 years) or (5 years / 5 years) or (1 year / 1 year) or (10 years / 10 years). Prisoner A and Prisoner B can choose to **confess** or **not confess**. Prisoner A can **not confess** or **confess**. Prisoner B can **not confess** or **confess**.

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## Oligopoly Markets

**Definition - Oligopoly Market:** A market dominated by a few large, price-dominating firms. A small number of firms collectively enjoy an oligopoly market share.

Example of Oligopoly Market	Name of the Oligopoly Firm that dominates that market
Domestic Car Market	Volkswagen, Dacia, Mercedes, Skoda, Skoda is owned by VW Group
Mobile Market	Apple, Samsung, Huawei
Beer Market	Heineken, Asahi, Beck's, Carlsberg, Miller, Budweiser, Stella Artois
Oil Manufacturing Market	ExxonMobil, Shell, Total, BP, Chevron, ConocoPhillips, Saudi Aramco, Gazprom
Aerospace Industry Market	Boeing, Airbus, Embraer, <b>ATR</b>

### Common Characteristics of Oligopoly Markets

- Price Rigidity:** price control characteristics, an oligopoly firm may be **unlikely to raise its price** as it will lose market share. Furthermore, an oligopoly firm may be **unlikely to lower its price** as this may start a "price war" with rival firms.
- Non-price competition:** often used by firms to gain new customers / retain existing customers in an oligopoly market (e.g. advertising, branding, social media, etc.).
- Price dependence:** because firms in an oligopoly are interdependent, a firm may not raise its price unless other firms do so. Interdependence may also refer to the actions of other firms.
- Collusion:** oligopoly firms without cooperation are interdependent. Collusion is when firms in an oligopoly market cooperate with their prices, actions, production levels, etc. or to gain other non-price competition.

- Price rigidity / High degree of pricing rigidity:** e.g. Airlines used to raise its pricing in the winter but in 2003, after starting to compete with **discounters**, it gradually fell from a rise of 12.5%.
- Oligopoly firms often enjoy very strong brand loyalty.**

**High barriers to entry:** e.g. High financial (e.g. DuPont, 3M, P&G), Marketing (e.g. high brand name), and/or technical (e.g. patents) barriers.

**Price war:** may occur in oligopoly if the remaining few firms compete for market share, often resulting in a **destructive outcome** for all involved.

**Price rigidity:** may occur in oligopoly if the remaining few firms compete for market share, often resulting in a **destructive outcome** for all involved.

**The prisoner's dilemma:** a very high degree of interdependence, small firms struggle to compete against large firms, often resulting in a **destructive outcome** for all involved.

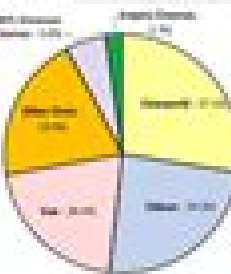
**Price competition:** may occur in oligopoly if the remaining few firms compete for market share, often resulting in a **destructive outcome** for all involved.

**Price rigidity:** may occur in oligopoly if the remaining few firms compete for market share, often resulting in a **destructive outcome** for all involved.

## Calculating the n-firm Concentration Ratio

**Definition:** The n-firm concentration ratio is the cumulative market share enjoyed by the n largest firms in an industry. The n-firm concentration ratio is often expressed as a percentage.

Market Share by Revenue in the UK Cinema Market (2021)



- The 10-firm Concentration Ratio in the UK Cinema Market is 88.6% (0.886).
- The 5-firm Concentration Ratio in the UK Cinema Market is 75.2% (0.752).
- The 3-firm Concentration Ratio in the UK Cinema Market is 55.5% (0.555).
- The 2-firm Concentration Ratio in the UK Cinema Market is 40.5% (0.405).

The high entry barrier in the industry is consistent with an oligopoly market. A small number of firms enjoy high brand loyalty, as well as strong interdependence. A market share of over 80% for 10 firms is also high.

**Definition:** What is the significance of the n-firm Concentration Ratio?

The n-firm Concentration Ratio usually indicates the degree of competition in the market, and the level of those enjoyed by consumers.

- If the n-firm concentration ratio is high (e.g. the 3 largest firms have 80% market share), economists state that market is **"highly concentrated"**.
- If the n-firm concentration ratio is low (e.g. the 3 largest firms have 30% market share), economists state that the market is **"not highly concentrated"**.

If a market is highly concentrated, the regulator may intervene with the intention of increasing competition and/or consumer choice in that market.

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## Game Theory and the Likelihood of Collusion

In the previous example, if two are interdependent, it is likely that both firms would have achieved **mutually beneficial** cooperation if they had **agreed** to **collude**. However, the **prisoner's dilemma** is a classic example of a situation where cooperation is not achieved.

**Prisoner's Dilemma:** a very high degree of interdependence, small firms struggle to compete against large firms, often resulting in a **destructive outcome** for all involved.

Prisoner A can choose to **confess** or **not confess**. Prisoner B can choose to **confess** or **not confess**.

Mark		Mark in Jail	
		Confess using the other firm	Not Confess using the other firm
Mark	Confess using the other firm	10 years prison, 10 years prison 5 years prison, 5 years prison	10 years prison, 10 years prison 1 year prison, 1 year prison
	Not Confess using the other firm	1 year prison, 1 year prison 10 years prison, 10 years prison	1 year prison, 1 year prison 10 years prison, 10 years prison

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## Collusion is more likely when...

- The industry is **profitable** from colluding, or large.
- Firms are **spatially isolated** when "isolated" or "The threat of public retaliation" makes it more difficult for each player to discover their secret agreement. Anonymous "bidding" within that firm.

**The greater the industry:** When a firm knows that "bidding" (or an agreement) will reduce the chance of successful collusion in the future, the firm will be more likely to honor any collusive agreement made.

**There are few/rival firms in the market:** The greater the number of firms in the market, the harder it will be to enforce collusion.

**Repeated trading with the market is high:** When the 3 largest firms colluding have more than a 50% market share, if one company "cheats" into the market, they will be more likely to collude in the future.

**The chance of being caught colluding is low:**

**The threat of being caught colluding is low:** and there are no **get out** options for the collusion market.

**Real thought:** Economists and regulators are happy for firms to collude (e.g. a few firms agree to cut prices to drive the market out of business) but not when it leads to a **destructive outcome** for all involved.

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**Rachel Cole**



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