Advanced Microeconomic Analysis and Model Development Training Course

12 – 16 July 2027
Addis Ababa

AGILE LEADERS
Training Center

Advanced Microeconomic Analysis and Model Development Training Course

Ref: 1161_224324 **Date:** 12 – 16 July 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Advanced Microeconomic Analysis and Model Development Training Course is a one-week practical course for economic analysts, strategy and pricing professionals, policy analysts, competition teams, researchers, and planners. Participants build a Microeconomic Model and Decision Pack connecting demand estimation, supply response, elasticity, production and cost structures, pricing, market definition, competitive interaction, market power, incentives, uncertainty, welfare, policy effects, validation, and sensitivity analysis. The course turns economic concepts into transparent decision models rather than revisiting introductory theory. Agile Leaders Training Center develops disciplined applied economic analysis.

Who Should Attend

- Economic analysts building market, demand, cost, or policy models
- Strategy and pricing professionals testing commercial decisions
- Competition and regulatory teams assessing market behaviour and interventions
- Policy analysts evaluating incentives, incidence, and welfare effects
- Researchers and planners responsible for assumptions, scenarios, and decision briefings

Participants should understand basic economics, algebra, percentages, and spreadsheet analysis. The course does not cover introductory economics, advanced econometric estimation, or legal advice on competition enforcement.

Departments and Industries

The course supports organisations that need evidence-based views of customers, firms, markets, and policy choices.

- Economic research, strategy, planning, and business intelligence
- Pricing, revenue management, commercial finance, and product teams
- Competition, regulation, public policy, and sector oversight
- Energy, transport, telecommunications, financial services, retail, and healthcare
- Consultancies, universities, development organisations, and government agencies

Learning Objectives

By the end of this course, participants will be able to:

- Translate a decision question into a microeconomic model specification
- Model demand, supply, elasticity, consumer response, and market equilibrium
- Analyse production choices, cost structures, margins, and pricing options
- Evaluate market structure, strategic interaction, incentives, and market power
- Estimate policy incidence, efficiency, distribution, and welfare effects
- Validate assumptions and communicate scenarios, sensitivities, and limitations

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Course Agenda

Day 1: Decision Framing and Demand Models

- Microeconomic Decision and Boundary Map
- Consumer Choice and Demand Driver Framework
- Own-Price, Cross-Price, and Income Elasticity Grid
- Demand Curve and Revenue Response Model
- Assumption, Data, and Identification Register

Day 2: Supply, Production, Cost, and Pricing

- Production Input and Capacity Constraint Model
- Fixed, Variable, Average, and Marginal Cost Bridge
- Scale, Scope, and Learning Effect Matrix
- Cost Pass-Through and Price Response Scenario
- Margin, Volume, and Profit Sensitivity Table

Day 3: Market Structure and Strategic Interaction

- Relevant Market and Substitution Evidence Grid
- Concentration, Entry, and Market-Power Dashboard
- Competitive, Monopoly, and Oligopoly Comparison
- Game-Theory Payoff and Strategic Response Matrix
- Pricing Conduct and Competitive Risk Tests

Day 4: Uncertainty, Incentives, Welfare, and Policy

- Expected Value, Utility, and Risk Preference Model
- Information, Principal-Agent, and Incentive Map
- Tax, Subsidy, and Regulatory Incidence Analysis
- Consumer Surplus, Producer Surplus, and Deadweight Loss
- Distributional and Policy Trade-Off Matrix

Day 5: Model Validation and Decision Communication

- Exercise: Calibrate Demand and Elasticity Assumptions
- Exercise: Test a Cost and Pricing Decision
- Exercise: Diagnose Market Power and Entry Conditions
- Exercise: Compare Policy and Welfare Scenarios
- Capstone Exercise: Microeconomic Model and Decision Pack

Practical Exercises

The course uses suggested activities that make model logic, evidence, and decision consequences traceable.

- Suggested activity: estimate the revenue effect of alternative elasticity assumptions
- Suggested activity: compare pricing choices under capacity and cost constraints
- Suggested activity: map strategic responses among competing firms
- Suggested activity: brief decision-makers on policy incidence and welfare trade-offs

FAQs

Who suits advanced microeconomic analysis training?

Economic analysts, strategy and pricing professionals, policy analysts, competition teams, researchers, and planners suit the course. Participants should understand basic economics and spreadsheet analysis.

How does the course differ from introductory microeconomics?

It focuses on specifying, constructing, validating, and communicating applied models for real decisions. Introductory courses primarily explain concepts and standard diagrams.

Which demand and pricing methods are covered?

Participants work with demand drivers, own-price, cross-price, and income elasticity, revenue response, cost pass-through, margins, volume, capacity constraints, and sensitivity scenarios.

How are competition and market power analysed?

The course combines market boundaries, substitution evidence, concentration, entry conditions, costs, margins, strategic interaction, and conduct indicators rather than relying on one measure.

How should model uncertainty be communicated?

A decision briefing should separate evidence from assumptions, define ranges, show base and alternative scenarios, test sensitive parameters, explain omitted effects, and state where conclusions may change.

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Conclusion

Participants take back a Microeconomic Model and Decision Pack containing demand and elasticity models, cost and pricing scenarios, a market-structure dashboard, strategic-response matrices, uncertainty and incentive models, policy incidence and welfare analysis, validation tests, sensitivity tables, and a decision briefing. The pack makes assumptions visible and connects economic reasoning to accountable choices.