



Program Faculty

Ronald Braeutigam, Associate Provost, Northwestern University, and the Harvey Kapnick Professor of Business Institutions and Professor of Economics, Weinberg College of Arts and Sciences

Ronald Braeutigam is the co-author of one of the leading textbooks on intermediate-level microeconomics. His has undertaken research and consulting on pricing, costing, strategy and regulation in the transportation, telecommunications and public utility industries.

Aaron J. Gellman, Professor of Transportation, The Transportation Center and of Management & Strategy, Kellogg School of Management, Northwestern University

A noted transportation economist, Professor Gellman's research and teaching include transportation economics and policy, the regulation of transportation, and the management and utilization of research and technology.

Hani S. Mahmassani, William A. Patterson Distinguished Professor of Transportation and Professor of Civil Engineering, McCormick School of Engineering and Applied Science; Director, The Transportation Center, Northwestern University

Hani Mahmassani has thirty years of professional, academic, and research experience in the areas of network modeling and optimization, traffic engineering, dynamic system management, and real-time operation of logistics and distribution systems.

Ian Savage, Associate Chair of Economics and Distinguished Senior Lecturer, Weinberg College of Arts and Sciences, Northwestern University

Ian Savage specializes in urban transportation, and the analysis of safety regulation and safety performance. His research focuses on pricing, costing, subsidies, management strategy, and the impacts of competition and privatization.

Joseph L. Schofer, Associate Dean, McCormick School of Engineering and Applied Science; Professor of Civil and Environmental Engineering; Director, Northwestern University Infrastructure Technology Institute

Joseph Schofer has forty years of professional experience. His work focuses on planning and management of transportation systems, particularly the provision and use of data and information for effective system evaluation and policy and operational decision making.

www.transportation.northwestern.edu/exec/TIP10/

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McCormick



Northwestern Engineering

Transportation Center at Northwestern University



Pricing Transportation Infrastructure October 18-20, 2010

A specially designed executive program for infrastructure professionals in both the private and public sectors

Focusing on the economics of pricing transportation infrastructure for highways, port facilities, railroads, waterways, or airports

Robert R. McCormick School of
Engineering and Applied Science
Northwestern University



Executive Program

Pricing Transportation Infrastructure
October 18-20, 2010

Funding of transportation-related infrastructure is at a crossroads. Traditional funding mechanisms, such as general and specific tax revenues, are proving to be insufficient to maintain existing facilities and fund expanded capacity. Infrastructure providers and operators are looking to users to make up for the shortfall. Transport-related infrastructure offers an exceptional opportunity for raising funds to establish and/or sustain such infrastructure while providing an attractive return on investment to both public and private investors. Key to achieving such returns are the prices charged to users. But how should user charges be set?

Should every user pay the same fee?

Is it practical, commercially worthwhile, and socially acceptable to charge differential prices?

How should the price be set relative to the cost of alternative modes or routings?

How are these pricing principles changed when the facility is congested?

Can pricing be used to reduce the problems of congestion?

How does private operation of a facility change the pricing objectives?

How might the public sector regulate prices?

These questions and more will be addressed in this two-and-half day course offered by the Transportation Center at Northwestern University.

Who Should Attend

The course is aimed at professionals who currently, or may in the future, set user charges; financial personnel; and engineers and project managers who oversee facility maintenance and new construction. It is also applicable to consultants to infrastructure providers, and those who finance infrastructure projects.

Program Content

Basic economic principles of pricing

Competitive price-setting

Demand responsive pricing

Congestion pricing

Differential prices across users

Auctions to allocate capacity

Social acceptability of pricing infrastructure

Political implications of infrastructure pricing

Pricing in a public/private partnership

Regulation of private-sector pricing

Evaluating investments in capacity enhancement

Course Prerequisites and Format

The focus of the course is on the economics of pricing. Some prior knowledge of economics, such as might be obtained from an introductory college-level microeconomics course, will be useful.

The course will run from 8:30am until 5pm on Monday and Tuesday. It will conclude at 12:30pm on Wednesday.

Professional Development Credit

For information regarding professional development credit hours, please contact Diana Marek at d-marek@northwestern.edu or 847-491-2280.

Why Northwestern?

The Transportation Center at Northwestern University is an internationally renowned center of transportation education and research founded in 1954. Its interdisciplinary faculty have provided education on transportation economics, policy, financing, and management to undergraduates, graduate students, and transportation professionals for more than fifty years. Transportation Center faculty contribute to the identification, analysis, and resolution of transportation problems and issues concerning all modes of transportation, in all settings—urban, regional, national, and international.



Location and Facilities

Program participants will enjoy the facilities of the state-of-the-art executive conference center in Chambers Hall, the headquarters of the Transportation Center located in the heart of Northwestern's Evanston campus on the shores of Lake Michigan. Northwestern is located just north of Chicago and approximately 45 minutes from O'Hare International Airport.

Hotel Lodging

Program participants are responsible for their own travel and lodging arrangements. A block of rooms has been reserved at the Hilton Garden Hotel in downtown Evanston, a short walk from the Northwestern Campus.

The Hilton Garden Hotel
 1818 Maple, Evanston, IL 60201
 Reservations: 847-475-6400

Registration & Fees

Program Fee	\$2,700
Early Registration Fee (If paid before September 13, 2010)	\$2,160
Government & academic rate	\$2,160

Program fee includes tuition, all program materials, continental breakfasts, lunches, and a welcome reception.

To Register

For more information or to register on-line, visit www.transportation.northwestern.edu/exec/TIP10/, or contact Diana Marek:
 Phone: 847-491-2280
 Email: d-marek@northwestern.edu