Course information

Instructor: Nusrat Jahan

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Office Hours: Wednesday 2:30 p.m. – 4:00 p.m. or by appointment.

Lectures: Monday & Wednesday, 6:05 p.m. - 8:55 p.m.

Tutorials: Monday & Wednesday 4:35 p.m. - 5:55 p.m.

Course objectives

This course provides students with economic concepts and practical analysis widely applied in managerial decision-making. The range of topics covered include determination of market demand and production output, market structures, pricing strategies, game theory, risk analysis, information asymmetries, and the impact of government regulation on business.

Prerequisites

Precludes additional credit for ECON 2001, ECON 2002 (no longer offered), ECON 2003 (no longer offered), and ECON 2020. Prerequisite(s): ECON 1000 or FYSM 1003 with a grade of C- or higher; MATH 1009 (or equivalent) with a grade of C- or higher. Students who believe they have taken a similar background course or courses from another university must provide appropriate documentation to the Department of Economics Undergraduate Administrator, Amanda Wright. A grade of C+ or higher is required to qualify for ECON 2030 and ECON 4020. DEF (deferred final grade) status at the end of this course precludes (continued) registration in any other course for which the former is a prerequisite.

Textbooks


Note: Additional readings may be assigned. The course will use calculus and some elementary probability and statistics. It is assumed that you know the material covered in MATH 1009. A good reference for the application of the mathematical tools in this course is Ch18 in AWDM

Course outline

1. **Introduction**
   - The basic of managerial economics (ADWM: Ch.1; BP: Ch.1 & 2)
   - Supply, demand, and markets (ADWM: Ch.1; BP: Ch.1 & 2)

2. **Demand** (ADWM: Ch.2 & 3; BP: Ch.2)
   - Demand theory
   - Consumer Choice

3. **Production Costs**
   - Production theory (ADWM: Ch.5; BP: Ch.5)
   - Analysis of costs (ADWM: Ch.6; BP: Ch.5)

4. **Market structure and simple pricing strategies**
   - Perfect Competition (ADWM: Ch.7; BP: Ch.8)
   - Monopoly and monopolistic competition (ADWM: Ch.8; BP: Ch.8)

5. **Sophisticated market pricing**
   - Price discrimination (ADWM: Ch.9; BP: Ch.11)
   - Bundling and intra-firm pricing (ADWM: Ch.10; BP: Ch.11)

6. **Business strategy**
   - Oligopoly (ADWM: Ch.11; BP: Ch.9)
   - Game Theory (ADWM: Ch.12; BP: Ch.10)

7. **Risk, information problems, and incentives**
   - Risk Analysis (ADWM: Ch.14; BP: Ch.12)
   - Principal-agent problems and managerial compensation (ADWM: Ch.15; BP: Ch.6 & 12)

8. **Government and business** (ADWM: Ch.17; BP: Ch.14)

   Note: The extent and coverage will depend on time availability

**Tutorials**

Tutorial sessions will be used throughout the course. The objectives of the tutorial sessions are:

- Discussion of the assignment problems
- Discussion of material supporting the lectures
• Discussion of the midterm exam

Course evaluation

The assessment in this course will be based on the following:

<table>
<thead>
<tr>
<th>Component</th>
<th>Weight</th>
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<tbody>
<tr>
<td>2 Assignments (10% each) (16th July and 8th August)</td>
<td>20%</td>
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<tr>
<td>In-class quiz</td>
<td>5%</td>
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<tr>
<td>Midterm Examination (July 25th)</td>
<td>30%</td>
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<tr>
<td>Final Examination</td>
<td>45%</td>
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<tr>
<td>Total</td>
<td>100%</td>
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• **Assignments:** You will have one week to complete each assignment. Assignment submission due dates are **July 23rd** (1st Assignment) and **August 15th** (2nd Assignment). They must be submitted in class on the due date prior to the beginning of the lecture or before the due date during my office hours. There are two submission requirements for the assignments: (1) the pages must be stapled together; (2) a cover page should be provided with your information (you will be able to download in PDF format from CuLearn).

   **Note:** I will not accept late assignments or assignments that do not comply with the submission guidelines (1) and (2) as described above. If you miss an assignment for a documented compelling reason, the weight of the missed assignment will be reallocated to the remaining assignments.

• **Mid-term:** Mid-term examination will be held on **Wednesday, July 25th, 2018**.

   **Note:** No deferred midterm exam will be taken. If a student misses the midterm exam for a valid and documented reason, the 30% weight will be added to the final exam.

• **Final Exam:** The final exam covers all material. It will be held during the Examination Period as scheduled by the University.

• **Tutorial:** Tutorials are supplementary to class lecture. It is highly recommended that all tutorials be attended in order to fully understand the materials.

• **In class Quiz:** In class quizzes will be taken at the beginning of every class. Top 5 scores will be counted. Total score of in-class quizzes will be converted according to its weight in total grade.

**Satisfactory Performance Criteria:**

No course grades are final until approved by the Faculty Dean. Note also that course grades may be scaled upwards or downwards in a rank-preserving manner to better fit the relevant departmental distributional norm. Application to write a deferred final examination must be made at the Registrar’s Office.
Re-grading:

Students seeking reappraisal of their graded assignment or mid-term examination should contact the instructor within a week after they receive their grades. Students are required to send e-mail to the instructor with the subject “ECON 2009B-REQUEST FOR REGRADING” explaining the reason(s) for requesting a reappraisal of their graded work. Note: Reappraisals that do not conform to this standard will not be considered.

Plagiarism:

Please be aware that plagiarism is serious offense at Carleton and should be recognized and avoided. For further information on how to do so, please see “Pammett on Plagiarism and Paraphrasing” at www.carleton.ca/economics/courses/writing-preliminaries.

Requests for academic accommodation

You may need special arrangements to meet your academic obligations during the term. For an accommodation request the processes are as follows:

Pregnancy obligation: Write to me with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details see the Student Guide.

Religious obligation: Write to me with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details see the Student Guide.

Academic Accommodations for Students with Disabilities: The Paul Menton Centre for Students with Disabilities (PMC) provides services to students with Learning Disabilities (LD), psychiatric/mental health disabilities, Attention Deficit Hyperactivity Disorder (ADHD), Autism Spectrum Disorders (ASD), chronic medical conditions, and impairments in mobility, hearing, and vision. If you have a disability requiring academic accommodations in this course, please contact PMC at 613-520-6608 or pmc@carleton.ca for a formal evaluation. If you are already registered with the PMC, contact your PMC coordinator to send me your Letter of Accommodation at the beginning of the term, and no later than two weeks before the first in-class scheduled test or exam requiring accommodation (if applicable). After requesting accommodation from PMC, meet with me to ensure accommodation arrangements are made. Please consult the PMC website for the deadline to request accommodations for the formally-scheduled exam (if applicable).