Course Information
Instructor: Hassan Faryaar
Office: Loeb Building B-844
E-mail: Hassan.Faryaar@Carleton.ca
Office Hours: Tuesdays, 1:00 – 3:00pm
Lectures: Tuesday and Thursday, 11:35am -12:55pm
Tutorials: Thursday, 1:05pm – 2:25pm
TAs:
- Nusrat Jahan, E-mail: nusratjahan@cmail.carleton.ca
- Henri Tovoheritiana, E-mail: henritovoheritiana@cmail.carleton.ca
TAs’ office hours: TBD

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 some calculus. 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 Theory (ADWM: Ch.2 & 3; BP: Ch.2)

3. Production Costs
   - Production theory (ADWM: Ch.5; BP: Ch.5)
   - The 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 intrafirm 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 & Ch.12)

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

Note: The extent and coverage of materials will depend on time availability.
**Tutorials:**

The attendance for the tutorials is **compulsory**. They will focus on assignments and practice problems that will help you to understand better the material covered in the lectures and prepare for the midterm and final examinations.

**Course Evaluations**

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

<table>
<thead>
<tr>
<th>Activity</th>
<th>Weight</th>
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<tbody>
<tr>
<td>3 Assignments (5% each)</td>
<td>15%</td>
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<tr>
<td>1st Assignment (January 24 - January 31)</td>
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<td>2nd Assignment (February 14 - February 28)</td>
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<td>3rd Assignment (March 28 – April 4)</td>
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<tr>
<td>In-class quiz and participation</td>
<td>5%</td>
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<tr>
<td>Midterm Examination (March 7)</td>
<td>35%</td>
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<tr>
<td>Final Examination</td>
<td>45%</td>
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<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
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- **Midterm:** Midterm exam will be held on **Thursday, March 7th**. Failure to write the midterm exam will result in a grade of zero without proper documentation. There is no deferred midterm exam. If a student misses the midterm for a valid and documented reason, the 35% weight will be added to the final exam.

- **In class quiz:** In class quizzes will be taken on **Tuesday** of each week and they will cover the materials that have been taught in the previous week. Each quiz has 1% weight. The top 5 scores will be counted as a maximum 5% of the final grade.

- **Final Exam:** The final exam covers all material. It will be held during the examination period which will be scheduled by the university.

Satisfactory Performance Criteria:
No course grades are final until approved by the Faculty Dean. Application to write a deferred final examination must be made at the Register’s Office.

**Regarding:**

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 2009G-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 a serious offense at Carleton University 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).