
Winter 2022
ECON 2009 H – Managerial Economics
Department of Economics
Carleton University

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E-proctoring: Please note that tests and examinations in this course will use the e-proctoring services provided by Scheduling and Examination Services; you can find more information [here](#) and [here](#). Please also note that students are required to have web cameras.

1 Course Information

Instructor:	Konstantinos Metaxoglou
Office:	D-893 LA
Phone:	613-520-2600 (EXT. 3755)
E-mail and website:	https://brightspace.carleton.ca/
Lectures:	Monday & Wednesday, 11:35am–12:55pm (via Zoom)
Tutorials:	Monday, 1:05pm–2:25pm (via Zoom)
Office hours:	Monday, 4:00pm–5:00pm (via Zoom)
TA name:	TBA
TA e-mail:	TBA
TA office hours:	TBA

Delivery Mode: The lectures will be delivered **synchronously** via **Zoom** during the scheduled time (Monday and Wednesday, 11:35am–12:55pm) and **will NOT** be recorded. The tutorials will also be delivered **synchronously** via **Zoom** during the scheduled time (Monday, 1:05pm–2:25pm) and **will NOT** be recorded.

Note: For verification and security purposes, I will not reply to emails originating from non-Carleton e-mail accounts, and which are not signed with a student’s name and student number. Please ensure that you have a Carleton email account.

2 Preclusions and 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. A grade of C+ or higher is required to qualify for ECON 2030 and ECON 4020. A DEF(erred) final grade status at the end of this course precludes (continued) registration in any other course for which the former is a prerequisite.

3 Course Description

An economic analysis of managerial decision-making; elements of production and cost; price and output determination under perfectly and imperfectly competitive market structures; the role of information; topics in business strategy; and the impact of government intervention.

4 Textbooks

W. Bruce Allen, N. A. Doherty, K. Weigelt, and E. Mansfield (2013), *Managerial Economics: Theory, Applications and Cases*, 8th edition, W.W. Norton & Company.

M.R. Baye and J. Prince (2014): *Managerial Economics and Business Strategy*, 8th edition, McGraw-Hill Irwin.

The textbook by Allen et al. is the recommended textbook for the class and is the textbook that I have used to prepare my slides. The textbook by Baye and Prince is a supplementary reference.

5 Course Outline

The course outline below is tentative. The topics covered may change during the term depending on how the class evolves. The extent and coverage of each topic will depend on time availability.

1. **Introduction:** the basic of managerial economics; supply, demand, and markets
2. **Demand theory**
3. **Production costs:** production theory, analysis of costs
4. **Market structure & simple pricing strategies:** perfect competition, monopoly
5. **Sophisticated market pricing:** price discrimination, bundling and intrafirm pricing*
6. **Business strategy:** oligopoly, game theory
7. **Government and business***

* The extent and coverage will depend on time availability

Note: 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 chapter 18 in Allen et al.

6 Tutorials

The attendance for the tutorials is highly recommended. The tutorials will focus on practice problems that will help you understand better the material covered in the lectures and prepare for the mid-term and final examinations.

7 Evaluation

Each student's grade will be calculated using the following instruments and weights:

Instrument	Weight
1st mid-term exam	25%
2nd mid-term exam	25%
Final comprehensive exam	50%
Total	100%

Mid-term examinations: The 80-minute mid-term examinations will be online and subject to e-proctoring. They will take place during the 1st half of the class on Feb-16 and Mar-21. Note that these are tentative dates. If you miss a mid-term exam for a documented compelling reason, the assigned weight will be added to the final exam. No makeup mid-term exams will be offered. Note also that you are allowed to miss only 1 mid-term exam and have its weight added to the final exam.

Final comprehensive examination: The 3-hour final examination will be online and it will take place during the formal examination period at a time set by the university. The final exam will be subject to e-proctoring. Students who do not write the final examination due to circumstances beyond their control may apply to write a deferred final examination. In order to write a deferred final examination, students must contact the Registrar's Office (for further details, see Section 4.3 of the Academic Regulations of the University in the Undergraduate Calendar). In the event that a student writes a deferred examination, the deferred examination will carry the same weight as the final examination in determining the course grade.

8 Satisfactory Performance Criteria

Students must fulfil all of the preceding course requirements in order to achieve a passing grade (D- or higher). Failure to write the final examination when the student has achieved satisfactory performance during the term will result in a grade of "F" until an appeal to write the deferred final exam in February 2019, if granted by the Registrar's Office. A change of grade will be submitted when the deferred final exam has been written and the marks are available. See Academic Regulation 2.3 for the official meanings of the grades, and note that it stipulates that no course grades are final until approved by the Faculty Dean. Application to write a deferred final

examination must be made at the Registrar's Office in writing no later than three working days after the original final examination was scheduled.

9 Regrading

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 2009H-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.

10 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 "Academic Integrity and Offenses of Conduct" at:

<https://carleton.ca/economics/courses/writing-preliminaries/academic-integrity-and-offenses-of-conduct/>.

11 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

Please contact your instructor 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, visit the Equity Services website: carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Religious obligation

Please contact your instructor 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, visit the Equity Services website: carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Academic Accommodations for Students with Disabilities

If you have a documented disability requiring academic accommodations in this course, please contact the Paul Menton Centre for Students with Disabilities (PMC) at 613-520-6608 or pmc@carleton.ca for a formal evaluation or contact your PMC coordinator to send your instructor your Letter of Accommodation at the beginning of the term. You must also contact the PMC 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 your instructor as soon as possible to ensure accommodation arrangements are made. carleton.ca/pmc

Survivors of Sexual Violence

As a community, Carleton University is committed to maintaining a positive learning, working and living environment where sexual violence will not be tolerated, and its survivors are supported through academic accommodations as per Carleton's Sexual Violence Policy. For more information about the services available at the university and to obtain information about sexual violence and/or support, visit: carleton.ca/sexual-violence-support

Accommodation for Student Activities

Carleton University recognizes the substantial benefits, both to the individual student and for the university, that result from a student participating in activities beyond the classroom experience. Reasonable accommodation must be provided to students who compete or perform at the national or international level. Please contact your instructor 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. <https://carleton.ca/senate/wp-content/uploads/Accommodation-for-Student-Activities-1.pdf>

For more information on academic accommodation, please contact the departmental administrator or visit: students.carleton.ca/course-outline