Instructor:	Aidin Hajikhameneh
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Office Hours:	Wednesdays, 10:00 am-11:00 am
Class Days/Time:	Mondays and Wednesdays, 3:00 pm-4:15 pm.
Classroom:	DMH 165
Prerequisites:	ECON 1B

1   Course Description

1.1   Catalog Description

Applications of economic analysis to practical problems in the private and public sector. Demand and cost analysis, market structure, statistical estimation, and forecasting; case studies.

1.2   Additional Description

This course covers some extended topics in economic and business decision making. Specifically, we will put emphasis on the following aspects of consumers/individuals and firms' behavior:

1. Examine price theory and consumer choice

2. Examine various market structures

3. Game Theory: we will have a closer look at how two or more rational agents (that is, individuals, firms, and etc.) engage in transactions and/or make decisions that will affect each other's utility, profit, or welfare (*time permitting*).

Note: A solid grasp of logic, graphical methods, maximization / minimization techniques, and partial derivatives is essential. Class lectures, homework, and exams will make regular use of algebra and calculus since most economic concepts lend themselves to mathematical expression. If the student becomes lost or is unfamiliar with some of the economic concepts or mathematical techniques early in the class, the student should let the instructor know as soon as possible.

2   Course Learning Outcomes and Program Learning Objectives

To develop and apply knowledge and understanding of the workings of governments and markets. This course fits into the following Department of Economics program leaning objectives (PLO).

- PLO 1: Microeconomics

- PLO 4: Specialist Area (Policy Economics, Quantitative Methods)

- PLO 5: Communication

Upon successful completion of this course, students should be able to demonstrate the following:

- CLO 1: Explain the relationship and relevance of separate kinds of costs in decision making.

- CLO 2: Explain how managers estimate demand and supply relationships and apply those estimates in common business contexts.

- CLO 3: Apply economic analysis to pricing strategy issues and understand the broader socioeconomic context of pricing decisions.

  the principal-agent problem affects firm performance.

3   Required Texts/Readings

3.1   Primary Textbook (Required)

- "Managerial Economics", (9th Edition) by William F. Samuelson and Stephen G. Marks.

If you choose to use an older version of the text, it is your responsibility to account for any differences in assigned readings and homework problems.

3.2   Other Readings (Not Required)

- "Intermediate Microeconomics: A Modern Approach" by Hal Varian is the textbook if you want a refresher on microeconomics.

- Essential Mathematics for Economic Analysis, 5th Edition, by Knut Sydsaeter, Peter Hammond and Arne Strom is the textbook if you want a refresher on mathematical economics.

4   Assignments and Grading Policy

Grades for this course are composed of four homework assignments, a midterm, and a final exam. The grading rubric and a description of each component is provided below:

Grade Breakdown:

- HW Assignments   40% (10% each)

- Midterm Exam   25%

- Final Exam   35%

4.1   Homework Assignments

There will be 4 homework assignments. Each is worth 10% of the final grade. Take the homework assignments seriously. Students often learn more from carefully thinking through homework questions than from taking exams. Working in groups on homework assignments is allowed (and advised). Each student must hand in a separate write-up. Students should submit their homework assignments through Canvas. The file name should be in the following format:

First name-Last name-Student number-Course name-Homework #

For example:

Aidin-Hajikhameneh-123456789-Microeconomics Analysis-Homework 1

4.2   Exams

There will be two exams: a midterm and a final. All exams are cumulative and consist of short-answer, essay, and problem-solving questions. The best way to prepare is to review all homework assignments, study all the readings, and practice with some questions from the primary textbook.

4.3 Grading Criterion

Your grade is determined at the end of the semester based on your performance on homework assignments (40%) and two exams (60%). Grades will be curved in the end of semester as needed. Letter grades will be determined as follows:

Category	Letter Grade	Numerical Grade
	A^+	97-100
A	A	93-96
	A^-	90-92
	B^+	87-89
B	B	83-86
	B^-	80-82
	C^+	77-79
C	C	73-76
	C^-	70-72
	D^+	67-69
D	D	63-66
	D^-	60-62
F	F	Below 60

Table 1: **Grading Criteria.**

5 Classroom Protocol

- Try to arrive on time.

- Silence your cell phones.

- Take advantage of time in the classroom! Ask questions.

- Note the specific due dates for homework assignments.

6 University Policies

Per University Policy S16-9, university-wide policy information relevant to all courses, such as academic integrity, accommodations, etc. will be available on Office of Graduate and Undergraduate Programs' Syllabus Information web page.

7 Econ 106 Course Schedule and Readings

Week	Date	Topics & Readings	Due
1	1/24	Overview of the course. Economic Decision Making (S&M Ch. 1 and 2)	
2	1/29, 1/31	Optimal Decisions Using Marginal Analysis (S&M Ch. 2)	
3	2/5, 2/7	Demand Analysis and Optimal Pricing (S&M Ch. 3)	
4	2/12, 2/14	Optimal Pricing (cont.) and Introduction to Production Theory (S&M Ch. 3 and 5)	
5	2/19, **2/21***	Production	***HW1**
6	2/26, 2/28	Production (cont.) (S&M Ch. 5)	
7	**3/4, 3/6**	**No class this week.**	
8	3/11, **3/13***	Cost Analysis (S&M Ch. 6)	***HW2**
9	3/18, **3/20****	Review and **Midterm****	
10	3/25, 3/27	Cost Analysis (cont.) (S&M Ch. 6)	
11	**4/1, 4/3**	**SPRING RECESS**	
12	4/8, 4/10	Perfect Competition (S&M Ch. 7)	
13	4/15, **4/17***	Monopoly and Oligopoly (S&M Ch. 8 and 9)	***HW3**
14	4/22, 4/24	Oligopoly (cont.) (S&M Ch. 8 and 9)	
15	4/29, 5/1	Game Theory and Competitive Strategy (*time permitting*) (S&M Ch. 10)	
16	5/6, 5/8	Game Theory and Competitive Strategy (*time permitting*) (cont.) (S&M Ch. 10)	
17	**5/13***	Review (Online Asynchronous)	***HW4**
Final Exam	5/20	12:15 pm-02:30 pm.	

Table 2: **Spring 2024: Course Schedule.**