Course Objectives and Learning Outcomes:

At the end of the course the student should be able to:

- Identify and understand the core principles and concepts in microeconomics namely, scarcity, opportunity cost, cost-benefit principle, rationality, sunk cost, marginal analysis, absolute and comparative advantage, and, externalities.
- Identify and understand the determination of equilibrium prices and quantities using forces of supply and demand.
- Apply microeconomic tools to understand the economic behavior of consumers and producers.
- Identify and understand the different market structures in the US economy.
- Identify and understand the concepts of externalities and market failure.
- Analyze current economic news using one or more of the microeconomic frameworks presented in the class or in the text.

Study Materials:

Your textbook is *Principles of Microeconomics 6th Edition by Robert Frank, Ben Bernanke, Kate Antonovics, Ori Heffetz*. The current (6th) edition ISBN is 978-0073517858. For Econ 1011 you are **required** to purchase a copy (paper or digital) of the textbook. McGraw Hill's
proprietary study help software called Connect is **strongly recommended for the class but not required**.

**Purchase Options**

- Buy Connect (which includes a SmartBook and a digital E-textbook) bundled with a loose-leaf textbook from the University bookstore for $180 or so. I don’t know the exact price and it could be a bit more. OR,
- Buy Connect (which includes a SmartBook and a digital E-textbook) directly from McGraw Hill for $105 at
  - [http://www.mheducation.com/highered/product/principles-microeconomics-frank-bernanke/M0073517852.html](http://www.mheducation.com/highered/product/principles-microeconomics-frank-bernanke/M0073517852.html). I am told that if you buy Connect directly from McGraw Hill for $105, you may add a loose-leaf 6e textbook for an additional $60 or so. Again, I don’t know the exact price. Call McGraw Hill and find out. OR,
- If you find studying from a paper textbook easier, you can buy a used copy of the textbook or rent the textbook. The current edition of the textbook is 6e. The rental on Amazon is about $30. The used price of a 5e textbook is less than $10 on the web. The material in all editions of the textbook is roughly similar. If I have to announce chapter numbers or page numbers in class, I will follow the 6th ed. It will be your responsibility to resolve any issues arising out of slight differences in the sequence of material presented between the different editions.

**CONNECT Registration for this class may be done at:**


**Internet and E-mail Access:**

I must be able to communicate with you via your E-mail address that is printed on my class roster in Blackboard. Please make it a habit to read this E-mail on a regular basis. You are responsible for maintaining an active status of your E-mail account so that you may receive any notification that I may send you regarding the course via E-mail. If you use some other E-mail account routinely (like Google, yahoo, etc.), please make sure that your WUSTL email is forwarded to this address or that this (other) account is registered with the University and is reflected on my class roster in Blackboard.

A significant part of your class material will be posted on the Econ1011 Homepage on Blackboard. To access the Wustl Blackboard website enter location: [https://bb@wustl.edu](https://bb@wustl.edu) and log in using the same User-ID and Password that you used to register for classes. Once you have successfully logged in, you have to click on the link for this class. You will find the syllabus, handouts, quizzes, past exams and power point slides posted under the relevant sections. Please make it a habit to read the announcements posted on Blackboard before coming to class.
Course Activities:
- Total credit for the semester – 100%
- Quiz - 5% of course grade; Two Midterm Exams – total of 45% to 60% of course grade (detailed below); and Final Exam - 35% to 50% of course grade (explained below). These will add up to 100% (unless you miss an exam without an official excuse).
- Attendance - 2% extra credit (explained below).

Quiz Policy:
- A Quiz (containing 15 multiple choice type questions) from each chapter will be posted, for a brief period of time on Blackboard, typically after I have covered the chapter in class. An announcement regarding the posting will be made on Blackboard. To receive credit for a Quiz, you will answer the quiz online and submit it online (you must hit the submit button) before the posted deadline. Please ensure that you start the process early so that you are not delayed due to congestion on the server as a result of several students submitting their answers at the very last minute. The server will not accept late submissions – no exceptions.
- Once a quiz closes (past deadline) I will review the solutions in class and post a copy of the solutions on Blackboard. Your quiz will be automatically graded and the scores will be posted to your grade-book in Blackboard.
- During the semester you will be offered 12 quizzes, each worth 0.5%, for a maximum total semester Quiz Score of 5%. For full credit on each quiz (equal to 0.5%) you must get at least 9 out of 15 answers correct. You will get zero if you get 8 or fewer correct answers. You will have 7 days from the day of the quiz closing to correct any possible grading or typographical error on your quiz score. After 7 days no changes will be made to your quiz score even if it was a mistake on my part.
- You should look at a quiz as a learning tool (not a testing tool like an exam). Therefore, feel free to use all resources (books, study guides, internet resources, smart phones, friends, classmates, library – anything that works) to understand and learn the material you are being quizzed on. The TAs and I will not be able to discuss a quiz with you before it closes. After the quiz has closed we will be available to answer any question that you may have on it.

Midterm and Final Exam Policy:
- You will be offered TWO MID TERM exams and ONE cumulative FINAL exam. All exams are mandatory.
- The midterm exams will have a combination of multiple choice type and free-response type questions. The final exam will only contain multiple choice type questions.
- Each Midterm Exam will test you on the additional material covered before each test. The Final exam, on the other hand, is cumulative - all materials covered during the semester are included on the syllabus for the Final exam.
- For your exams you will need nothing except a # 2 pencil (to fill in the scantron sheet to be provided by me), an eraser and a pen (optional and only if you wish to write the free-response answers using a pen). You may use a #2 pencil only for the multiple choice part.
• You are **allowed** to use a basic or a regular (single line) scientific calculator (like TI-30Xa, Casio FX250HC or lower) or an advanced 2-line scientific calculators (like TI-30X IIS, TI-34, or similar) on exams. You are **NOT** allowed to use a graphing calculator (like TI-80 and higher), or the calculator on your cell phone/laptop/tablet/notebook, or any calculator that contains a dictionary or has a memory for words.

**Late Assignments and Missed Exams Policy:**

• There are no opportunities to make up a Quiz. If you do not submit a Quiz on or before the deadline and the Blackboard server rejects your submission, you will receive a score of zero.

• All exams are mandatory. If you miss an exam you will receive a score of zero on it. The only exceptions to this rule are if you have a documented medical excuse, or a documented family emergency requiring previously unforeseen out of town travel. If you are unavailable for an exam due to official WUSTL business (such as a game, performance, etc.), you need to provide me with (at least) a two-week advance written notice and any other documentation that I may require to establish that missing the exam is absolutely necessary in the greater interests of the University community. If you have a medical or a family emergency, I will need verification regarding the same from your Wash-U Advisor or the Dean’s office. Beyond everything, I will exercise my discretionary power to grant an excuse or refuse one based on my judgment.

• There is no make-up of the Final Exam. If you don't take the final exam, you will receive a score of zero on it.

**Determination of Grades:**

• If you take both Midterm Exams, I will calculate your semester score using the following two methods and take the greater of the two numbers: (Method-1). The greater of the two Midterm Exam Scores: 45%; Final Exam: 50%; Quiz: 5%, **OR** (Method-2). MT1: 30%; MT2: 30% and Final: 35%; Quiz: 5%.

• If you are officially excused from a Midterm exam (in accordance with the above noted criteria), then your grade will be determined as follows: Midterm - 45%; Final Exam - 50%; Quiz - 5%.

• If you miss a Midterm exam **without** a valid official excuse (awarded in accordance with the above noted criteria), then your grade will be determined as follows: Midterm - 30%; Final Exam - 35%; Quiz - 5%. You will receive a zero for the missed Midterm exam worth 30% of your grade.

• If you need to be officially excused from both Midterm exams, you will not be allowed to complete the semester. In other words, I will not award the same person an official excuse for both Midterm exams. In that case, I will need to talk to your WUSTL Academic Advisor to determine the best course of action for you. You will most likely have to withdraw from the course.

• If you fail to take both Midterm exams **without** a valid official excuse (awarded in accordance with the above noted criteria), then your grade will be determined as follows: Midterm Exams - 0%; Final Exam - 35%; Quiz - 5%. You will receive a zero for the missed
Midterm exams worth 60% of your grade. You will be better off withdrawing from the course because you are guaranteed to receive an F.

- If you’ve taken both Midterm exams but miss the Final exam (typically due to a failed alarm or confusion regarding dates), your grade will be determined as follows: MT1 - 30%; MT2 – 30%; Final Exam - 0%; Quiz - 5%. You will receive a zero for the missed Final worth 35% of your semester score.

- The grading scale is as follows and is unchanged for the semester. There is no additional curve.
  - 89.5% - 93.4: A minus; 93.5 – 97.4: A; 97.5 and higher: A plus
  - 79.5 - 82.4: B minus; 82.5 - 86.4: B; 86.5 – 89.4: B plus
  - 69.5 - 72.4: C minus; 72.5 - 76.4: C; 76.5 – 79.4: C plus
  - 59.5 - 62.4: D minus; 62.5 - 66.4: D; 66.5 – 69.4: D plus
  - Less than or equal to 59.4: F.

- If you are taking the course pass/fail, you must score a C or higher at the end of the semester for a passing grade. C minus will be counted as a Fail.

- If you are taking the course for audit, you must score a minimum of 4% on the quizzes by the end of the semester, and you should score at least 1.5% attendance credit (explained below).

- **Attendance and Extra Credit Policy:**
  Attendance is **required** for this class. However, since most of you are adults living in a democracy, I cannot control your behavior except by providing incentives. Here are some.

  - If you are running more than 10 minutes late, please do not enter the classroom. If you do, you will most likely be asked to leave. It distracts me and I find it to be unnecessarily disruptive. [In Economics this is called a negative externality; it is known to reduce social welfare].

  - If you are in class, you may not leave until I dismiss everyone at the end of the hour and a half of class. I find this behavior to be even more disruptive than coming to class late and hence I will not tolerate any of it. If you have a commitment that requires you to leave class before it is officially over, please do not come to class that day. [Another great example of a negative externality]. Note: I can make an exception if it happens rarely and I am informed about it at the beginning of class.

  - On several occasions over the course of the semester I will have you fill in your WUSTL Student ID and signature on a sign-in sheet in class to record your attendance. Each time you will receive 1 attendance credit if you are present in class and sign the signature sheet. The scores will be posted on Blackboard and you will have 7 days from the date of posting to get back to me with complaints over errors. After the 7-day hiatus, no changes will be made even if there were genuine errors on my part.

  - At the end of the semester, your attendance credits will help you earn extra-credit points up to a maximum of 2%. Over the course of the semester I will offer 14 attendance credit events. You will earn 2% extra credit if you score 12 or higher; 1.5% if you score 10 or 11; 1% if you score 9; and 0% if your score is 8 or lower. This is by no means a perfect way to
provide credit for attendance but the best I can come up with in a large lecture environment.

- If you are absent from class for any reason at all (including religious obligations), you will have to forgo your attendance credit for that day (if attendance was recorded). If you have been present in class for only part of the time (assuming I have granted you an excuse to leave early), you may NOT receive attendance credit if you have been physically present for less than one hour in class. If that is the case, please do not sign the attendance sheet.
- To receive credit for attendance you must attend the section you are registered for and sign your name on the sign-in sheet for that section.
- Signing on behalf of a friend (who is absent) is equivalent to academic dishonesty and will be reported to the University authorities, if discovered. If you are absent from class but have an entry on the sign-in sheet you will be held liable for academic dishonesty.

Exam Logistics and Etiquette:

- Your exam seating will be determined by me and is pre-assigned. You will receive an email from me informing you of your assigned room and seat number.
- Please remember to put your cell phones on “silent” mode. You are not allowed to read your text messages while you are physically inside the exam room.
- You may not leave the exam room without my permission for any reason at all. You should try not to visit the restroom while the exam is in progress. If you must, do not be surprised if you are accompanied by one of the TAs.
- Finally, pay attention to where you are looking. Do not look at your neighbor’s exam even inadvertently while you are in your “thinking mode”. Do not talk to your neighbors either. If you have a question, ask me or one of the TAs. This is just to remind you that you have to be careful about your behavior while taking an exam.

Grading Example:

- Example 1: Ms. A takes two midterms and a final. She gets 90% on MT1, 80% on MT2 and 92% on the Final exam; Quiz score is 5. She has 2% extra credit from attendance. Her semester score will be as follows: (90x0.45 + 92x0.5 + 5 + 2) = 93.5 by Method (1) and (170x0.3 + 92x0.35 + 5 + 2) = 90.2% by Method (2). She gets an A.
- Example 2: Mr. B takes two midterms and a final. He gets 82% on MT1, 92% on MT2 and 80% on the Final exam. His Quiz score is 5. He has no attendance credit points. His semester score will be as follows: (92x0.45 + 80x0.5 + 5) = 86.4 by Method (1) and (174x0.3 + 0.35x80 + 5) = 85.2% by Method (2), securing him a B.
- Example 3: Ms. C scores 100% on MT1, misses MT2 (without a valid excuse) and receives 100% on the Final exam. Her Quiz score is 5 and Attendance credit is 2. Her semester score will be (100x0.3 + 100x0.35 + 5 + 2) = 72% = C minus.
- Example 4: Mr. D scores 90% on MT1, misses MT2 (with a valid excuse) and receives 85% on the Final exam. His Quiz score is 4 and Attendance credit is 1. His semester score will be (90x0.45 + 85x0.5 + 4 + 1) = 88% = B plus.
Example 5: Mr. E takes two midterms but misses the final exam. He gets 100% on MT1 and 100% on MT2. His Quiz score is 5 and Attendance credit is 2. His semester score will be 
(200x0.3 + 5 + 2) = 67% = D plus.

Topics:
Chapter 1: Introduction: Thinking Like an Economist
Chapter 2: Comparative Advantage
Chapter 3: Supply and Demand
Chapter 4: Elasticity
Chapter 5: Demand
Chapter 6: Perfectly Competitive Supply
Chapter 7: Efficiency and Exchange
Chapter 8: The Invisible Hand in Action
Chapter 9: Monopoly, Oligopoly and Monopolistic Competition
Chapter 10: Games and Strategic Behavior
Chapter 11: Externalities and Property Rights
Chapter 12: The Economics of Information
Chapter 14: Public Goods and Tax policy (time permitting)

A tentative schedule and Important Dates:

<table>
<thead>
<tr>
<th>Now to MT 1:</th>
<th>Chapters 1, 2, 3, 4, 5</th>
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<tbody>
<tr>
<td>October 10,</td>
<td></td>
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<tr>
<td>Monday, 7:00 –</td>
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<tr>
<td>8:30 PM</td>
<td>Midterm 1; Lab Sciences 300 and Simon 1. Seating is</td>
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<td></td>
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<tr>
<td></td>
<td>pre-assigned and will be announced later in the</td>
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<td></td>
<td>semester</td>
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<tr>
<td>After MT 1 and</td>
<td>Chapters 6, 7, 8, 9, 10; may begin Chapter 11</td>
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<tr>
<td>before MT 2:</td>
<td></td>
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<tr>
<td>October 18,</td>
<td></td>
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<tr>
<td>Tuesday</td>
<td>Fall Break, no class</td>
</tr>
<tr>
<td>November 21,</td>
<td>Midterm 2; Same pre-assigned Room and Seat as MT1</td>
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<tr>
<td>Monday, 7:00 –</td>
<td></td>
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<tr>
<td>8:30 PM</td>
<td></td>
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<tr>
<td>November 23 - 27</td>
<td>Thanksgiving Break, no classes</td>
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<tr>
<td>After MT 2 and</td>
<td>Chapter 11, 12 and (if possible) 14</td>
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<tr>
<td>before Final Exam:</td>
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<tr>
<td>December 8,</td>
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<tr>
<td>Thursday</td>
<td>Last day for this class</td>
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<tr>
<td>December 16,</td>
<td>Final Exam; Room and Seat are pre-assigned and will be</td>
</tr>
<tr>
<td>Friday, 8:30 - 10:30</td>
<td></td>
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<tr>
<td>PM</td>
<td>announced later in the semester</td>
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</tbody>
</table>

This is a tentative schedule only. In my experience I have never been able to predict exactly how fast we will proceed. We will know for sure as the semester progresses. I reserve the right
to make changes to this syllabus if circumstances so dictate. Necessary changes will be announced in class and a copy of the revised syllabus will be posted on Blackboard. Finally if the rules above seem particularly inflexible to you, I want you to understand that it is the only way (that I know) to manage a large lecture with a reasonable balance of efficiency and equity.

**Some More Important dates:**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 7, Wednesday</td>
<td>Last day to add, wait, or change sections for Fall 2016 courses</td>
</tr>
<tr>
<td>September 8, Thursday</td>
<td>Last day to drop a Fall 2016 course with no notation on permanent record</td>
</tr>
<tr>
<td>September 9, Friday</td>
<td>All drops will be assigned a “W” (withdrawal) grade from this date through November 13th</td>
</tr>
<tr>
<td>September 19, Monday</td>
<td>Last day to change a Fall 2016 course grade option from a credit/letter-grade to “P” or “A” (i.e. pass/fail or audit)</td>
</tr>
</tbody>
</table>

**NOTE:**
I strive to provide a caring and inclusive learning environment for all students irrespective of their personal backgrounds and/or identities. Please cooperate with me to foster and promote such an environment both inside and outside of the classroom.