

**Principles of Microeconomics**  
**ECON 2106**  
**Standard Syllabus**

Prerequisites: Math 1101 (Introduction to Mathematical Modeling) or Math 1111 (College Algebra)

**Catalogue Description:**

ECON 2106 provides a systematic study of human and firm behavior within the context of the production, distribution, and consumption of goods.

**Course Objective:**

The goal of ECON 2106 is to provide an introduction to the economic way of thinking and to the economist's view of the world. The course attempts to develop a student's ability to think analytically about the economic forces at work in society. Students learn both a specific set of analytical tools and how to apply them to current policy issues.

**Method of Instruction:**

ECON 2106 is taught through a combination of lecture, discussion, homework, and examinations. Class interaction allows the students to discover the strengths and weaknesses of alternative policy recommendations.

**Course materials required and recommended:**

**Textbook:**

*Principles of Microeconomics* (or *Principles of Economics*), 1st edition, by Dirk Mateer & Lee Coppock, publisher, W.W. Norton. Available in hardcopy or ebook format.

**Other:**

- Access to Norton SmartWork (NSW) online homework management system is required. The ebook format of textbook is included with NSW access. NSW access card is included with purchase of new textbook from GSU bookstore. Students may also purchase NSW directly from publisher.
- **Norton Publisher's Custom Website for GSU students:**  
<http://wwnorton.com/college/custom/econ/gstudent/>
- Access to GSU's learning management system, Desire2Learn (D2L), is required. It is recommended that students check the D2L course website at least once between class meetings. Students may set up notifications in D2L so that they are automatically alerted to new D2L emails and announcements. D2L can send such notifications to an email account of their choice or via text messaging. Student help for D2L can be found here:  
<http://technology.gsu.edu/technology-services/it-services/training-and-learning-resources/desire2learn/taking-courses-in-desire2learn-for-students/>
- It is critical that students have access to a reliable internet connection throughout the semester, especially because of the required online homework in NSW. There are multiple computer labs on campus that students may use; see <http://technology.gsu.edu/technology-services/it-services/labs-and-classrooms/computer-labs/> for more information about locations and hours.
- A scientific calculator (for homework and exams) is recommended.

## **Course Learning Outcomes:**

The student should be able to:

1. Define the concept of Scarcity.
2. Define Opportunity Costs, demonstrate how they affect economic decisions, and identify these costs in a given economic decision.
3. Explain and apply the concepts of Marginal Benefits and Marginal Costs to determine optimal economic decisions for both consumers and firms.
4. Describe the Benefit-Cost Principle (e.g., take an action as long as the marginal benefits are greater than the marginal costs), and should be able to apply the principle in a given economic decision.
5. Accurately explain the way in which economists use the following adjectives and the relationships among them: marginal, average, total, fixed, variable, and sunk. The student should also be able to determine in a given economic decision which costs and benefits are relevant (e.g., marginal) and which are not (e.g., sunk).
6. Recognize and interpret a Demand Curve and a Supply Curve, and should be able to identify the underlying determinants of each.
7. Describe the concepts of Excess Demand, Excess Supply and Equilibrium Quantities and Prices, and should be able to predict changes in each as a result of changes in the underlying determinants of market demand and supply or government intervention.
8. Differentiate between a Change in Demand (Supply) and a Change in the Quantity Demanded (Supplied).
9. Define the general concept of Elasticity for different variables in the demand or supply function (e.g. own, cross, income, etc.), and should be able to describe the effect of a given elasticity on economic outcomes (e.g., revenues, tax burden, policy choices, etc.).
10. Identify the differences between a perfectly competitive market and an imperfectly competitive market and the implications of each for economic outcomes.

## **General Course Outline**

### **Required Material:**

Chapter 1. The Five Foundations of Economics

Chapter 2. Model Building and Gains from Trade

Chapter 3. The Market at Work: Supply and Demand

Chapter 4. Elasticity

Chapter 5. Price Controls

Chapter 6. The Efficiency of Markets and the Costs of Taxation

Chapter 7. Market Inefficiencies: Externalities and Public Goods

Chapter 16. Consumer Choice

Chapter 8. Business Costs and Production

Chapter 9. Firms in a Competitive Market

Some elements of non-competitive markets (parts of chapters 10,12,13)

Chapter 10. Understanding Monopoly

Chapter 12. Monopolistic Competition and Advertising

Chapter 13. Oligopoly and Strategic Behavior

**Optional Material:**

- Chapter 11. Price Discrimination
- Chapter 14. The Demand and Supply of Resources
- Chapter 15. Income, Inequality, and Poverty
- Chapter 17. Behavioral Economics and Risk Taking
- Chapter 18. Health Insurance and Health Care

The order in which chapters are covered and the level of detail in which they are covered may vary by instructor.

**Grading Policy:**

See the table for details on how grades will be determined.

Component of Grade	Weight	Date
SmartWork (online HW)	20%	Every Sunday 10pm
Exam 1	25%	Approximately week 5 or 6
Exam 2	25%	Approximately week 11 or 12
Comprehensive Final	30%	Final exam week
Total	100%	

Student grades will be assigned based on the following scale.

Course Grade	Evaluation
A+	your grade $\geq$ 97%
A	$\geq$ 93%
A-	$\geq$ 90%
B+	$\geq$ 87%
B	$\geq$ 83%
B-	$\geq$ 80%
C+	$\geq$ 77%
C	$\geq$ 73%
C-	$\geq$ 70%
D	$\geq$ 60%
F	< 60%

**Exams and Make-up Policy:**

There will be absolutely **no make-up** exams. When a student misses an exam, the percentage grade on the final exam will replace the missing exam percentage grade.

**Online Exams and Quizzes:**

- Some exams and/or quizzes may be administered online via D2L. Students are responsible for knowing how to use D2L, and making sure that D2L works with their computer and web browser. Some quizzes are only for practice and do not factor into the student’s grade at all.
- To take an online exam/quiz, students should login to the D2L course website, select Assessments, then Quizzes, and then click the title of the exam/quiz to start.
- For some online exams and/or quizzes, students may be required to use the Respondus Lockdown Browser. See <http://technology.gsu.edu/category/support/desire2learn/desire2learn-integrated->

[tools/students-lockdown-browser-support/](#) for assistance. If this is the case, D2L will automatically notify the student when they start the online exam/quiz and a link will be provided for downloading the software.

- Technical difficulties will **not** be considered as legitimate excuses for missing an online exam/quiz. It is recommended that students **not** use tablets or phones to complete online exams/quizzes. Students are responsible for a reliable internet connection when taking the online exams/quizzes – it is **not** recommended that students use unreliable wi-fi connections (for example, in a public coffee shop). GSU has many [student computer labs](#) available with reliable internet connections.
- In the unlikely event that the GSU D2L server or GSU internet server does not work during the time a student attempts an online exam/quiz, students are responsible for contacting the instructor immediately. If a student does not contact the instructor right away when GSU D2L server or GSU internet server does not function, their online exam/quiz will be graded as it is saved in D2L server, and no make-up exam/quiz will be given.
- Georgia State University and the Department of Economics have strict expectations of academic integrity. For any exams/quizzes administered online, it is expected that such exams/quizzes be the student's independent, individual work without assistance. Assistance from any persons, notes, books, consultations, groups, electronic devices, previous course exams, or any other sources is strictly prohibited and considered to be a breach of academic honesty. A breach of academic honesty has serious consequences including expulsion.

### **Norton SmartWork Homework Assignments:**

There will be a set of pre-lecture quizzes and post-lecture quizzes using Norton SmartWork (NSW). **All NSW assignments are due at 10pm Sunday evenings.** See the tentative course calendar posted in D2L for the deadlines for each NSW assignment. Deadlines are also posted in the NSW website. Technical issues are **not** acceptable excuses for missing NSW assignment deadlines, and there are **no make-ups** for missed NSW assignments. The lowest two NSW assignment grades will be dropped before the average for NSW assignments is calculated.

**Technical Issues with NSW:** Students should first consult with NSW tech support if they have any technical difficulties with NSW. Links are provided in D2L and below. If the issue is not resolved to your satisfaction, you can then consult with your instructor – be sure to include the NSW tech support ticket number so your instructor can attempt to follow up with NSW tech support.

Make sure to use your **GSU email** and your first and last name **as it appears in the GSU registration system** when you register for NSW. If the information does not match with GSU records, the student will **not** get credit for NSW assignments.

### ***Norton Smartwork Instructions (information from the Publisher)***

*Norton Smartwork is the online learning tool that accompanies our textbook. Completing Norton Smartwork assignments is a requirement of this course.*

### **Purchasing access and enrolling**

*To complete our homework assignments, you'll need Norton Smartwork access. There are three ways to get access:*

- **Buy a new book**—All new copies of our textbook include an access code. Use your access code and our course enrollment key to register at [wwnorton.com/nsw/enroll](http://wwnorton.com/nsw/enroll).
- **Buy an access code from the Norton website**—After purchasing access at [wwnorton.com/nsw/buy](http://wwnorton.com/nsw/buy), sign in at [wwnorton.com/nsw](http://wwnorton.com/nsw) and enter our course enrollment key.
- **Use trial access**—Thinking about dropping this course? Register at [wwnorton.com/nsw/enroll](http://wwnorton.com/nsw/enroll) and select two-week trial access. You'll be able to purchase an access code at any time during trial access.

**Our enrollment key is:** (insert enrollment key here)

### **Logging in as a return user**

When logging in to complete our assignments, log-in at [wwnorton.com/nsw](http://wwnorton.com/nsw).

### **Helpful links**

- **Norton tech support**--[wwnpag.es/NSWHELP](http://wwnpag.es/NSWHELP)  
When you have a tech support issue, submit a help desk request before coming to me. Your problem will get solved more quickly!
- **Student how-to videos**—[wwnorton.com/nsw/studentvideos](http://wwnorton.com/nsw/studentvideos)
- **Student Quickstart Guide**—[wwnorton.com/nsw/studentguide](http://wwnorton.com/nsw/studentguide)

### **Attendance Policy:**

Attendance does not factor directly into your course grade. However, attending class is important and experience indicates that students who attend class regularly do significantly better than students who do not. Students missing class should consult with a classmate to determine what was missed.

### **Important Notes:**

1. This syllabus is designed as a general guide to course content. Each instructor will provide a more detailed description of assignments, requirements, and evaluation methods.
2. The course syllabus provides a general plan for the course; deviations may be necessary.
3. All students are responsible for knowing and adhering to [GSU's Policy on Academic Honesty](#) as published in [Student Code of Conduct Handbook](#).
4. Your constructive assessment of this course plays an indispensable role in shaping education at Georgia State. Upon completing the course, please take time to fill out the online course evaluation.
5. Students who wish to request accommodation for a disability may do so by registering with the [Office of Disability Services](#). Students may only be accommodated upon issuance by the Office of Disability Services of a signed [Accommodation Plan](#) and are responsible for providing a copy of that plan to instructors of all classes in which accommodations are sought.
6. Students who withdraw after the midpoint of each term will not be eligible for a "W" except in cases of [Emergency Withdrawal](#).
  - a. Withdrawal Policy: <http://advisement.gsu.edu/self-service/policies/withdrawal-policy/>
  - b. Repeat to Replace Policy: <http://advisement.gsu.edu/self-service/policies/repeat-to-replace-policy/>
  - c. Grade Appeal and Change (including Incomplete Grades) Policy: <http://registrar.gsu.edu/academic-records/grading/grade-appeals-and-changes/>

7. Important University dates can be found at <http://registrar.gsu.edu/registration/semester-calendars-exam-schedules/>
8. Georgia State University values diversity and is committed to fostering and maintaining an educational environment which appreciates individual differences in all areas of operation including classroom instruction, texts, and materials. To this end, any actions, practices, or processes by any faculty, staff person, or student that discriminates against or is prejudicial toward any person or group based on race, gender, age, religion, ethnicity, nationality, disability, sexual orientation, or socioeconomic status will not be tolerated.