

# Syllabus

**Instructor:**

Name: Amir Neto

Office: Hodges Hall 436

Office Hours: TR 10:30am - 12:00pm  
or by appointment

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**Course Information:**

BUSA 201 section 002, CRN 85238

Time TR 8:30am - 9:45am;

Room: B&amp;E 459

Website: [www.ecampus.wvu.edu](http://www.ecampus.wvu.edu)Course satisfies GEC Objectives 4 and 8  
and GEF Area 4

**Course Description:** This is a survey course providing an introduction to economics. Students will study basic issues of Microeconomics and Macroeconomics. The Microeconomics section focuses on the decision making process of individual economic units, such as households and business firms, and of their interactions in markets. The Macroeconomics section investigates the factors determining aggregate demand and aggregate supply.

**Catalog Description:** Introduction to the analysis of the economic system. Pricing system, monetary system, determination of all national income and employment.

**Prerequisites:** none.

**Recommended Textbook:** your textbook for this class is available for free online! If you prefer, you can also get a print version at a very low cost. Your book is available in web view and PDF for free. You can also choose to purchase on iBooks or get a print version via the campus bookstore or from OpenStax on Amazon.com. You can use whichever formats you want. Web view is recommended – the responsive design works seamlessly on any device.

Principles of Economics from OpenStax, ISBN 1938168232  
[www.openstax.org/details/principles-economics](http://www.openstax.org/details/principles-economics)

**Method of Instruction:** Lecture.

**Expected Learning Outcomes:** The course will introduce students to the university-level study of microeconomic principles and the application of those principles to the world around them. Having completed this course:

1. Students can apply graphs of economic variables to produce economic analysis.
2. Students can Explain the basic demand and supply theories in the presence of limited resources.
3. Students can analyze the equilibrium prices and quantities, and identify the role of prices in organizing economic activity based on the theories in (2).
4. Students can predict and assess the possible consequences of changes in real world economic conditions and policies, based on the theories in (2).

5. Students can identify different types of market competition; and apply the theory of the firm to investigate its effect on prices and production under different types of market competition.
6. Students can state the definition of externalities and discuss the possible roles played by the government.
7. Students can explain how to measure GDP, the unemployment rate, interest rates, and economic growth, discuss their importance and differentiate real and nominal variables.
8. Students can describe the measurement and different types of inflation, and assess the consequences of high inflation.
9. Students can explain the roles of money, banking, and the Federal Reserve System in the economy.
10. Students can identify and analyze the determinants of short-run changes of economic variables over the business cycle, and that of economic growth over time.
11. Students can identify the factors influencing aggregate demand (AD) and aggregate supply (AS), and analyze macroeconomic conditions using the AD–AS model.
12. Students can identify the tools and assess the goals of monetary and fiscal policy.
13. Calling on 1 – 12 above, students will be prepared to assess economic issues and generate informed statements on related economic policies.

**Grading:** Four exams will be given in the course. This is roughly once every four weeks. The exams are multiple choice and each will be worth 100 points. The dates for each exam are shown below. Your final grade will be based on the sum of your three highest exam scores. I will drop your lowest exam score when computing your final grade in the class. Please, put the dates in the table below on your calendar as these dates are firm.

Item	Date	Points
Exam #1	Thursday 09/07/2017	100
Exam #2	Tuesday 10/03/2017	100
Exam #3	Tuesday 10/31/2017	100
Exam #4	Tuesday 12/05/2017	100

The **grading scale** used for the course is: 270-300 A, 240-269 B, 210-239 C, 180-209 D, below 179 F.

**Extra Credit:** In addition to the exams, individuals interested in earning additional credit may do so by reading and writing a review of **one** of these “pop” economics books. You need to find a copy of one of these books *on your own* (Amazon, order them through the bookstore, etc.)

1. Peter Leeson, *The Invisible Hook: The Hidden Economics of Pirates*. Princeton University Press. ISBN: 9780691150093

2. Tim Hartford. 2007. The Undercover Economist. Random House.  
ISBN: 9780345494016.

Book review examples and a rubric will be posted to eCampus. The assignment will be worth up to 20 points (half a letter grade). Extra credit reviews can be turned in via eCampus any time prior to midnight on Friday, November 17. No late extra credit reviews will be accepted.

I reserve the right to award, at my discretion, extra credit for class attendance, extra credit quizzes, and any other various and sundry academic events and activities throughout the course of the semester. These extra credit opportunities will be announced as appropriate.

**Exam:** The exams will consist of multiple choice questions. Exams will be based on both the readings and lectures. Questions may come from assigned readings even if it has not been explicitly covered during lecture. Likewise, questions may be from lecture material not found explicitly in the readings.

*Exam Policy:*

- There are **NO MAKEUP** exams with the following exception:
  1. you are a member of a WVU club/team with a scheduled road trip **AND**
  2. you have an **excuse in writing** from that club/team **AND**
  3. you arrange a makeup with me at least one week beforehand.
- If **ANY** of the above are not fulfilled, you are out of luck!
- You cannot use any electronic device during the exams. If a student is observed with cell phone out during an exam, he or she will automatically receive a zero on that exam.
- The use of calculator, when needed, will be informed in advance.
- Exams will take place in our regular class room at the regular class time and will be closed book. Students must take exams with their section of the class.
- Once you enter the classroom and receive an exam, you may not leave the classroom, unless authorized by the instructor.
- Students **WILL NOT** have exams handed out after 10 minutes the exam starts.
- Prior to turning in the exam, you will be required to show identification, such as your WVU ID or a valid driver's license.
- Students are required, for all four exams, to bring with them a **#30423 Scantron sheet**. This is your responsibility and I will not have Scantron sheets available. Students must also bring with them (at least one) No. 2 pencil.

**General Course Policies and Expectations:**

- I do not take attendance. Students should, however, attend every class meeting as there is a high correlation between student success in this class and attendance.
- Extra credit points may be given for participation in in-class activities and attendance is a prerequisite for earning discussion points.
- Participation in class, where appropriate, is both expected and welcome. In particular, asking questions in class if you are confused is beneficial to both the instructor and other students.
- Please visit the instructor during office hours if questions remain after going through the notes and attending the related lecture.
- Eating or drinking in class is against building rules, can be rude to your instructor and classmates, and therefore is discouraged.
- Engaging in private conversations, reading materials unrelated to the class, leaving the classroom unnecessarily, or any other activity that creates negative externalities for others in the class should be avoided.
- Many students find that utilizing electronic devices to take notes is productive. However, these devices are also potentially distracting to the student using them and potentially disruptive to classmates. *Ground Rules for electronic devices*
  - All use of smart phones for texting, updating your Facebook status, Tweeting, or any other non-academic activity is prohibited in class.
  - If you wish to use a laptop or tablet for note-taking, you must sit in the front two rows of the classroom or the first row with an available seat.
  - Any use of the Internet for IMing, updating your Facebook status, Tweeting, or any other non-academic activity on a laptop or tablet during class is prohibited.
  - If I detect the use of a prohibited device, or the use of an approved device in a prohibited way, I will ask you to leave the classroom and expect that you immediately comply with this request.
- Students should check their school email regularly as email will be my primary form of mass communication with the class.

**Outline of Topics:**

Week	Day	Topic	Chapter
01	08/17	Touchstones and Insights of Economics	1 and 2
02	08/22	Economic Approach	1 and 2
02	08/24	Demand and Supply	3
03	08/29	Demand and Supply	3
03	08/31	Demand and Supply: Applications and Extensions	4
04	09/05	Review Session	–
04	09/07	Exam #1	–
05	09/12	Elasticity and Consumer Choice	5 and 6
05	09/14	Elasticity and Consumer Choice	5 and 6
06	09/19	Externality	12 and 13
06	09/21	Externality	12 and 13
07	09/26	The Government	18
07	09/28	Review Session	–
08	10/03	Exam #2	–
08	10/05	Costs and Industry Structure	7
09	10/10	Costs and Industry Structure	7
09	10/12	Perfect Competition	8
10	10/17	Perfect Competition	8
10	10/19	Monopoly	9
11	10/24	Monopoly	9
11	10/26	Review Session	–
12	10/31	Exam #3	–
12	11/02	Macroeconomic Perspective	19
13	11/07	Economic Growth	20
13	11/09	Aggregate Supply and Aggregate Demand Model	24
14	11/14	Aggregate Supply and Aggregate Demand Model	24
14	11/16	Monetary and Fiscal Policies	28 and 30
15	11/21	No Class – Thanksgiving Break	–
15	11/23	No Class – Thanksgiving Break	–
16	11/28	Monetary and Fiscal Policies	28 and 30
16	11/30	Review Session	–
17	12/05	Exam #4	–

This outline is tentative. I reserve the right to change material covered in each exam depending on the progress of the class. *Exam dates will not change.*

**Inclusivity Statement:** The West Virginia University community is committed to creating and fostering a positive learning and working environment based on open communication, mutual respect, and inclusion. If you are a person with a disability and anticipate needing any type of accommodation in order to participate in this class, please advise me and make appropriate arrangements with the Office of Disability Services (293-6700). For more information on West Virginia University's Diversity, Equity, and Inclusion initiatives, please see <http://diversity.wvu.edu>.

**Academic Dishonesty:** The integrity of the classes offered by any academic institution solidifies the foundation of its mission and cannot be sacrificed to expediency, ignorance,

or blatant fraud. Therefore, I will enforce rigorous standards of academic integrity in all aspects and assignments of this course. For the detailed policy of West Virginia University regarding the definitions of acts considered to fall under academic dishonesty and possible ensuing sanctions, please see the Student Conduct Code located at <http://studentlife.wvu.edu/studentconductcode.html>.

Any student who commits any act of academic dishonesty will automatically receive a grade of "F" in this course. If an Academic Dishonesty form is submitted to OSJA, I will recommend that the "F" be "unforgivable".

**Additional Help with Class Material:** I will hold regular office hours each week. Students can come to these regularly scheduled office hours to ask questions about material covered in Class. However, some students need additional help understanding class material. Those students should go to the Business Learning Resource Center (BLRC) located on the third floor of the Business and Economics Building in B&E 349. The BLRC is open daily and has economics tutoring every weekday during the semester. BLRC hours and other information can be found on-line at <http://www.be.wvu.edu/blrc/hours.htm>.

*I reserve the right to make changes in this syllabus as I see fit. All changes will be announced in class*