

Principles of Microeconomics

ECON2120G.M05.SP2026 - Syllabus

Dr. Meghan Downes

2026-01-01

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Course Information

Instructor Contact

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College of Business
New Mexico State University

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Office Phone: 575.646.3295

Cell Phone: 575.214.0365

Office: DOM224

Office Hours: BY APPOINTMENT ONLY

Office Hours

Please email to ensure you have my time reserved and available to meet your needs. Office hours will be conducted over Zoom or in-person. I reserve time Monday-Thursday at 10:00-10:30 and Monday-Thursday 1:30-2:00 pm for office hours – but you must make an appointment. I reserve 10 minutes before class and 15 minutes after class to meet with students. Please see me IN class so that I can help you. Most issues are easily resolved if you see me before/after class.

Communication Information

I will typically respond to communications within 24 hours. If I have received numerous messages on the same topic, I will typically post an announcement in Canvas and not respond individually. Most of my communication to you will be via Announcements in Canvas. I occasionally send an email through Canvas as well. For questions or concerns about class, it is important you use the

Mail tool in Canvas (the Inbox) and send the email through Canvas. This ensures that your query is linked to your section and helps me find the information I need to help you.

Absences and Make-up Work

For any and all absences, you will need to complete my “**Absence Notification Form**” that you will see at the top of the Canvas homepage. No make-up work will be assigned until this is completed. All make-up work will be scheduled with the TA and completed in-person. **DO NOT** email me to tell me you are not feeling well. This is information you will provide in the **Absence Notification Form**. This allows me to properly respond to your needs and makes sure I can track down all your information and advocate for you when necessary. It keeps the information I need accessible and actionable. Your compliance is necessary if I am to properly assist you.

Course Details

Course Number: ECON 2120G - M05

Credits: 3

Semester: Spring 2026

Duration: January 22 - May 6, 2026 (16 weeks)

Prerequisites: None

Course Meeting Times & Location

Format: Face-to-Face

Location: Domenici Hall 106

Meeting Times: Mondays & Wednesdays, 10:30 AM - 11:45 AM

Important Dates: - Classes Begin: January 22, 2026 - MLK Holiday: January 20, 2026 - Spring Break: March 9-15, 2026 - Classes End: May 6, 2026 - Final Grades Due: May 16, 2026

Course Description

This course provides a comprehensive overview of microeconomics—the study of how individuals and firms make decisions, how markets work, and how prices coordinate economic activity. We explore the nature of scarcity, trade-offs, and rational decision-making, along with the fundamental principles that shape our economic world.

Microeconomics is the study of decision-making at the individual and firm level. How do consumers choose what to buy? How do firms decide what to produce? How do markets bring these decisions together? This course explores the big questions through 15 fundamental economic concepts.

Required Materials

Textbook

Modern Principles: Microeconomics (5th Edition)

by Tyler Cowen & Alex Tabarrok

Published by: Worth Publishers

ISBNs: - 9781319329600 - 1319329551 - 9781319482893 - 9781319329556 - 9781319245405

Format Options: - Print textbook - eBook (Brytewave App or other digital formats) - Rental copies available

Follett ACCESS Program

Required course materials are provided digitally through the Follett Access program at a fixed rate, which is billed directly to your student account when you register for the course. These materials will be available via Canvas on the first day of class. The textbooks can be accessed digitally on the first day through the Follett My Materials link and the Course Materials module.

By enrolling in this course, you have been automatically enrolled in the NMSU Integrated Access Program. This means that your required course materials are being provided to you automatically for this class. The charge for this material has been added to your MyNMSU student account. If you have further questions about Follett Access at NMSU, please reach out to the NMSU Bookstore.

Your Opt-out deadline: 2/6/2026

The opt-out portal closes on: 2/6/2026

Opt-out Portal Link: <https://accessportal.follett.com/2218>

If you decide not to participate, you can opt out of this program once the opt-out portal opens through the above deadline. Once you opt out, you will be responsible for purchasing the materials listed below on your own. A link to the opt-out portal has been sent to your school mail account from noreply@follett.com and can also be found above.

If you have further questions, please email bookstore@nmsu.edu

Follett Access Support (NMSU Bookstore – Las Cruces/Main Campus)

Email: 2218txt@follett.com, 2218mgr@follett.com

Required Materials

- 3-Ring Binder
 - 3"x5" note cards
 - 4 color writing instruments
 - A dumb calculator (NO BLUETOOTH or WI-FI Connectivity, No Programming)
-

Course Learning Outcomes

By the end of this course, you will be able to:

1. Understand fundamental economic concepts - scarcity, opportunity cost, marginal thinking, and rational decision-making
 2. Apply microeconomic principles - analyze consumer and producer behavior using supply and demand frameworks
 3. Use quantitative tools - calculate break-even points, elasticity, and profit functions to inform economic decisions
 4. Evaluate real-world situations - identify economic concepts in news, policy, and personal decisions
 5. Design economic solutions - create a market-based business solution applying microeconomic principles
 6. Think like an economist - recognize incentives, constraints, and trade-offs in everyday decisions
-

General Education & Essential Skills

This course fulfills general education requirements and includes instruction in:

- Communication - Written and verbal expression of economic concepts
 - Critical Thinking - Analyzing economic problems and policy implications
 - Information & Digital Literacy - Working with data, spreadsheets, and economic models
-

Course Organization & Structure

This course combines synchronous class meetings with structured independent learning:

- Class Sessions (M/W): Interactive lectures, discussions, simulations, and group activities
- Reading & Study: Chapter readings from textbook with guided focus questions
- Worksheets: Apply concepts immediately after class (due same day)
- Experiments: Hands-on economic simulations and analysis
- Profit Fish Project: Semester-long group project applying all course concepts
- Economic Notebook: Weekly reflection connecting concepts to personal experience

Engaged Hours

This 3-credit course is designed for approximately 135+ engaged hours distributed across:

Activity	Hours
In-class instruction (32 hours)	32
Reading & studying chapters	45
Worksheets (20 worksheets × 1-2 hours)	30
Experiments & analysis	10
Profit Fish Project	12
Economic Notebook	6
Total	135

Assessment & Grading

Grading Scale

Total Points: 800

Letter Grade	Points Required	Percentage
A	720-800	90-100%
B	640-719	80-89%
C	560-639	70-79%
D	480-559	60-69%
F	Below 480	Below 60%

Point Distribution (800 Total)

Assessment Type	Points per Item	Count	Total Points	Percentage
Class Worksheets	20	20	400	50%
Profit Fish	200	1	200	25%
Project				
Experiments	50	2	100	12.5%
Economic	100	1	100	12.5%
Notebook				
TOTAL	—	—	800	100%

1. Class Worksheets ($20 \times 20 \text{ pts} = 400 \text{ pts}$)

Purpose: Reinforce learning from each class session and demonstrate understanding of key concepts.

Worksheet Schedule

Each worksheet is due the same day as class by the end of class and must earn a completion stamp. Worksheets are named by date, day, and topic.

Examples: - Jan22-TreasureHunt-ws (20 pts) - Jan29-CourseIntro-ws (20 pts) - Feb5-OpportunityCost-ws (20 pts)

Submission Requirements

- Submitted by end of class day - must earn stamp (same day as class)
- Include your name and class date
- Show all work for quantitative problems

Worksheet Rubric (20 points each)

Criterion	Points	Description
Completion	8	All questions answered clearly; shows effort and engagement
Accuracy	8	Responses demonstrate understanding of core concepts; calculations are correct
Application	4	Student connects concepts to real-world examples or personal experience

Late Policy: No late submissions accepted. Worksheets must be submitted by end of class.

2. The Profit Fish Project (200 pts)

Worth: 200 points (25% of grade)

Team Size: 3-4 students

Duration: 10 weeks (Feb 26 - May 6)

Project Mission

Design and pitch an innovative economic solution to a real-world market problem. Your solution should apply microeconomic principles—especially supply, demand, pricing, and profit maximization—to solve an economic challenge.

Project Philosophy

We're not looking for the most high-tech startup idea. We're looking for economic thinking applied to real problems. The best Profit Fish projects show:

- Clear problem identification backed by research
- Realistic market analysis with actual willingness-to-pay data
- Sound economic logic in pricing and costs
- Honest profit analysis including sensitivity to price changes

Project Phases

Phase 1: Problem Identification (Due March 4)

Deliverable: 1-2 page proposal

Requirements: - Define the economic problem clearly - Explain why it matters (market size, customer pain points) - Identify your team members and their roles - Provide initial bibliography (3+ sources)

Example Problems: - High transaction costs in [industry] → create a marketplace - Information asymmetry in [market] → design better transparency - Underutilized capacity in [service] → match supply to demand - Geographic arbitrage opportunity → logistics solution - Externality not priced → internalize costs through business model

Phase 2: Market Research & Analysis (Due April 8)

Deliverable: 3-5 page progress report + supporting data

Requirements: - **Market Size:** How many potential customers? What's the addressable market? - **Willingness to Pay:** Survey or research data on what customers would pay - **Competition:** Who else addresses this? How are you different? - **Supply-Side Analysis:** What will it cost to provide this solution? - **Initial Profit Estimate:** Rough revenue - costs = profit

Data to Gather: - Customer interviews (at least 5) - Competitor pricing research - Cost estimates for production/delivery - Market size estimates from industry reports

Phase 3: Economic Analysis & Refinement (Due April 29)

Deliverable: 10-15 page report with economic models + Excel spreadsheet

Requirements:

A. Cost Analysis - Fixed costs (one-time investments) - Variable costs (per unit) - Cost function: $TC = FC + (VC \times Q)$ - Break-even analysis: Q^* where profit = 0

B. Revenue Analysis - Base case: expected price \times expected quantity - Sensitivity analysis: How does demand change with price? - Revenue function: $TR = P \times Q$

C. Profit Analysis - Profit = $TR - TC = (P \times Q) - (FC + VC \times Q)$ - Calculate profit at different price points - Identify optimal price for profit maximization

D. Elasticity - Estimate price elasticity of demand - What happens if price increases 10%? - How sensitive is profit to demand changes?

E. Market Dynamics - How will competitors respond? - Will market conditions change? - What's your competitive advantage?

Supporting Excel Spreadsheet: - Row 1: Unit costs, fixed costs, price, quantity - Rows 2-20: Break-even analysis (varying Q) - Graph: Cost, Revenue, Profit curves - Sensitivity table: Profit at different prices/quantities

Phase 4: Final Presentation (May 4-8)

Deliverable: 10-minute live presentation + final written submission

Presentation Components:

1. The Problem (2 min)

- Show why this problem matters
- Real customer story or data
- Market gap you're filling

2. The Solution (2 min)

- What you're selling
- Why it's better than alternatives
- How it works (one customer example)

3. The Economics (3 min)

- Your pricing strategy
- Cost structure
- Profit at scale
- Break-even timeline

4. The Pitch (2 min)

- Call to action
- Why YOU can execute this
- Vision for growth

5. Q&A (1 min)

- Be ready to defend your assumptions

Presentation Format: - 3' × 4' poster board (or equivalent digital poster) - Professional one-page pamphlet - Excel model/calculations visible - Color, visuals, data-driven

Profit Fish Scoring Rubric (200 points)

Criterion	Points	Excellent (40)	Good (32)	Satisfactory (24)	Needs Work (16)	Incomplete (0)
Problem Identification & Persuasion	40	Problem is clear, compelling, well-researched; stands urgency and market opportunity	Problem is clear and meaningful; good market audience research; minor gaps	Problem stated but research is thin; reasoning could be stronger	Problem vague; limited market research or understanding	No clear problem
Market Analysis & Demand	40	Excellent customer research; realistic WTP estimates; supported by data/interviews; market size justified	Good customer insights; reasonable WTP; adequate market sizing	Basic market analysis; some weak customer demand data; rough estimates	Minimal market analysis; some weak customer demand data; rough estimates	No market analysis
Solution Quality & Differentiation	40	Solution elegantly solves problem; clearly differentiated; feasible and innovative	Solution addresses problem; well; competitive advantage	Solution addresses problem; some competition	Solution somewhat unclear; competition not acknowledged; edged; feasibility questions	No clear solution

Criterion	Points	Excellent (40)	Good (32)	Satisfactory (24)	Needs Work (16)	Incomplete (0)
Economic Analysis	40	Rigorous cost/revenue/profit analysis; correct elasticity calculation; sophistified modeling; sensitivity analysis	Accurate calculations; good cost/revenue model; proper profit analysis	Economic analysis present; correct; basic modeling	Economic calculations have errors; incomplete analysis	No economic analysis
Presentation & Clarity	40	Polished, professional presentation; clear communication; compelling visuals; audience engaged; excellent delivery	Well-organized presentation; clear messaging; good visuals; solid delivery	Adequate presentation; generally clear; some visual issues; acceptable delivery	Presentation disorganized or unclear; weak visuals; delivery issues	No presentation or unintelligible

3. Experiments (2×50 pts = 100 pts)

Purpose: Conduct economic experiments that demonstrate real-world applications of theory.

Experiment 1: Market Equilibrium Simulation (Due February 19 - 50 pts)

Objective: Observe how markets equilibrate through price discovery

What You'll Do: - Participate in a classroom market simulation - Act as buyer or seller with assigned valuations/costs - Negotiate and trade in real time - Track price changes as market equilibrates

Your Deliverable: 3-page report including:

1. Simulation Data (10 pts)

- Record of all trades (who, what, when, price)
- Calculation of market equilibrium price
- Comparison: actual equilibrium vs. theoretical prediction

2. Demand & Supply Analysis (20 pts)

- Graph showing actual supply and demand curves
- Identify equilibrium point
- Calculate consumer surplus and producer surplus
- Explain how surplus changed over time

3. Economic Interpretation (15 pts)

- How did prices change? Why?
- Did market reach equilibrium? How do you know?
- What prevented equilibrium? (information gaps, frictions, etc.)
- Did it match your expectations from theory?

4. Personal Reflection (5 pts)

- How did incentives affect YOUR behavior?
- Would you have negotiated differently with different valuations?

Experiment 2: Consumer Choice & Budget Constraints (Due April 1 - 50 pts)

Objective: Explore how consumers maximize utility subject to budget constraints

What You'll Do: - Receive a virtual budget and consumption choice set - Make purchasing decisions (simulated or classroom activity) - Analyze your choices through lens of utility maximization

Your Deliverable: 3-page report including:

1. Your Choices (10 pts)

- Document your consumption bundle(s)
- Record prices and budget constraint
- Explain your decision-making process

2. Budget Constraint & Indifference Analysis (20 pts)

- Draw budget constraint with actual prices/budget
- Show your chosen consumption bundle
- Explain why that bundle maximizes utility
- What if budget increased 20%? How would choices change?
- Elasticity of demand: If one good doubled in price, how would you respond?

3. Utility Maximization (15 pts)

- Calculate marginal utility of different goods
- Explain the “bang for buck” principle
- Did your choices follow rational utility maximization?
- Where might you deviate from theory? Why?

4. Real Behavior Connection (5 pts)

- How does your actual shopping behavior compare?
- Do you really maximize utility? What else influences spending?
- Loss aversion, social preferences, habits?

Experiment Rubric (50 points each)

Criterion	Points	Description
Participation	10	Active engagement in experiment; follows instructions; contributes to group
Data Analysis	20	Accurate calculations; appropriate graphs/visualizations; clear labeling
Interpretation	15	Connects data to economic theory; explains results logically; identifies key insights
Reflection	5	Thoughtful connection to real-world behavior; personal insights; questions posed

4. Economic Notebook (100 pts)

Due: May 6, 2026 (by end of class)

Purpose

The Economic Notebook is an ongoing reflection document where you record observations, insights, and applications of economic concepts to daily life.

Notebook Requirements

- **Format:** Physical notebook or digital document (Word, PDF, Notion, etc.)
- **Frequency:** At least one entry per week (7 entries minimum)
- **Length:** 300-500 words per entry
- **Entries Due:** Friday of each week (during class or submitted digitally by 11:59 PM)

Entry Topics (Suggested)

Week	Topic	Suggested Entry Focus
1	Scarcity	Where do you see scarcity in your life? How does it affect your choices?
2	Opportunity Cost	Identify three trade-offs you made this week. What did you give up?
3	Sunk Costs	Find an example of sunk cost fallacy in news or personal decisions.
4	Marginal Analysis	Analyze a personal consumption decision using marginal thinking.
5	Value of Time	How do you value your time? How does this affect your economic behavior?
6	Utility	What brings you utility? How does this guide your spending?

Week	Topic	Suggested Entry Focus
7	Demand	Track prices of something you buy frequently. How does price affect your demand?
8+	Integration	Synthesize concepts. How do multiple topics apply to a current event or personal situation?

Notebook Rubric (100 points)

Criterion	Points	Description
Completion	25	Minimum 7 entries submitted; all entries have required length and dates
Reflection Quality	30	Entries show genuine thinking; connect personal experience to economic concepts; ask good questions
Economic Application	25	Concepts are correctly applied; demonstrates understanding of terminology and relationships
Clarity & Organization	20	Entries are well-written, organized, and easy to follow; proper grammar/mechanics

Notebook Submission

- Submit final notebook by May 6 (end of class) to classroom or email
- Include all dated entries (physical notebook or PDF)
- Include cover page with your name, course number, and semester
- Optional: Include photos, graphics, or diagrams to enhance entries

Course Schedule

Classes meet Mondays & Wednesdays

Start Date: January 22, 2026

End Date: May 6, 2026

Week	Dates	Topics	Assignments	Due
1	Jan 22, 24	Treasure Hunt & Introduction	WS: 2 worksheets	Jan 24, end of class
2	Jan 29, 31	Scarcity	WS: 2 worksheets	Jan 31, end of class; NB: #1
3	Feb 5, 7	Opportunity Cost	WS: 2 worksheets; Exp 1 Released	Feb 7, end of class
4	Feb 12, 14	Sunk Cost & Marginal Thinking	WS: 2 worksheets	Feb 14, end of class; NB: #2
5	Feb 19, 21	Working with Units & Math	WS: 2 worksheets	Feb 21, end of class; Exp 1 Due
6	Feb 26, 28	Value of Time & Budgets	WS: 2 worksheets; Project Released	Feb 28, end of class; NB: #3
Spring Break	Mar 9-15	No Classes	—	—
7	Mar 2, 4	Utility Maximization	WS: 2 worksheets	Mar 4, end of class; Project Proposal Due
8	Mar 19, 21	Demand	WS: 2 worksheets	Mar 21, end of class; NB: #4
9	Mar 26, 28	Supply; Exp 2 Released	WS: 2 worksheets	Mar 28, end of class
10	Apr 2, 4	Market Equilibrium	WS: 2 worksheets	Apr 4, end of class; NB: #5; Exp 2 Due
11	Apr 9, 11	Elasticity	WS: 2 worksheets	Apr 11, end of class; Project Progress Due
12	Apr 16, 18	Free Markets & Capitalism I	WS: 2 worksheets	Apr 18, end of class; NB: #6
13	Apr 23, 25	Market Applications	WS: 2 worksheets	Apr 25, end of class; NB: #7

Week	Dates	Topics	Assignments	Due
14	Apr 30, May 2	Special Topics	WS: 2 worksheets	May 2, end of class; Project First Draft Due
15	May 4, 6	Final Presentations	Profit Fish Presentations	May 6: Project Final + Notebook

Course Policies & Resources

Academic Integrity

All work must be your own (or your group's in the case of Profit Fish).

Acceptable: Collaborating on understanding; discussing concepts; studying together

Not acceptable: Copying worksheets; submitting identical work; paraphrasing without understanding

Consequences of academic dishonesty:

- First offense: 0 on assignment + mandatory meeting
- Second offense: F in course + referral to Dean of Students

For more information, see the NMSU Student Handbook at <http://studenthandbook.nmsu.edu/>

Class Attendance

According to NMSU policy:

"Students making satisfactory progress in their classes will be excused from classes when they are representing New Mexico State University at a university-sponsored event (e.g., ASNMSU President attending a legislative session, student-athletes participating in NMSU athletic events, students attending educational field trips or conferences). Authorized absences do not relieve the student of class responsibilities. Prior written notice of the authorized absence will be provided to the instructor by the sponsoring department."

Federal Financial Aid Compliance

Regardless of whether attendance is required for your course, instructors are still responsible for tracking student attendance/activity to meet federal financial aid requirements. Specifically, faculty must be able to report a student's last date of attendance or academic activity if they stop participating or do not complete the course.

Religious Observances and Authorized Absences

NMSU values diversity and the university supports cultural and religious inclusiveness. If your participation in cultural or religious observances (e.g. religious holidays, spiritual observances) conflicts with a particular class session, please notify the instructor in writing and ahead of time to be excused from class for such observances.

Exam Attendance

You are STRONGLY encouraged to study for and take all in-class exams. If you miss an in-class exam for ANY reason (with the exception of official university business) then that missed exam will be counted as your dropped or lowest. For any future missed exams, you will earn a zero (0) for the missed exam. THERE ARE NO MAKE-UP IN-CLASS EXAMS OR HOMEWORK ASSIGNMENTS. Also note that it is very difficult to anticipate every possible situation that may arise, so please contact me immediately if an exceptional situation arises.

Late Work & Make-Up Policy

Worksheets

- No late submissions accepted - Worksheets must be submitted by end of class
- If you miss class, email your completed worksheet before the next class meeting
- Excused absences (with documentation) may allow next-day submission

Profit Fish Project

- **Proposal (March 4):** 5-point deduction per day late; maximum 3 days late
- **Progress Report (April 8):** 5-point deduction per day late; maximum 3 days late
- **First Draft (April 29):** 10-point deduction per day late; maximum 2 days late
- **Final (May 6):** No extensions - must present on assigned date

Experiments

- **Experiment 1 (Feb 19):** 5-point deduction per day late; maximum 5 days late
- **Experiment 2 (April 1):** 5-point deduction per day late; maximum 5 days late
- Must participate in actual experiment (cannot be made up)

Notebook

- Entries accepted through May 6 (end of class)
 - Weekly entries should be submitted Friday (during class or by 11:59 PM if digital)
 - Late entries deduct 2 points per entry submitted late
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Extra Credit Opportunities

- Cowen & Tabarrok Videos: Watch assigned course videos and submit 1-page summary (5 pts each, max 10 pts)
- Microeconomics Podcast Review: Listen to economics podcast episode and write reflection (5 pts, max 5 pts)
- Current Events Analysis: Find a news article applying course concepts; write 1-page analysis (5 pts each, max 10 pts)

Total possible extra credit: 25 points (capped at 850 total)

Discrimination & Disability Accommodations

NMSU Information Regarding Disability Accommodations and Discrimination

Accessibility information including disability accommodation and discrimination statements can be found on the NMSU Syllabus Student Resources website.

Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act Amendments Act (ADA) covers issues relating to disability and accommodations. If a student has questions or needs an accommodation in the classroom (all medical information is treated confidentially), contact:

Disability Access Services

Corbett Center Student Union Room 204

575-646-6840

das@nmsu.edu

New Mexico State University, in compliance with applicable laws and in furtherance of its commitment to fostering an environment that welcomes and embraces diversity, does not discriminate on the basis of age, ancestry, color, disability, gender identify, genetic information, national origin, race, religion, retaliation, serious medical condition, sex (including pregnancy), sexual orientation, spousal affiliation, or protected veteran status in its programs and activities, including employment, admissions, and educational programs and activities. You may submit a report online at <https://equity.nmsu.edu>. If you have an urgent concern, please contact the Office of Institutional Equity at 575-646-3635.

Title IX prohibits sex harassment, sexual assault, dating and domestic violence, stalking and retaliation. For more information on discrimination or Title IX, or to file a complaint contact:

Office of Institutional Equity (OIE) O'Loughlin House 1130 University Avenue

Phone: 575-646-3635 Email: equity@nmsu.edu <https://equity.nmsu.edu>

Student Resources

- Academic Support: NMSU Writing Center, Tutoring Services
- Counseling & Mental Health: Student Health Center, Counseling Services
- Financial Aid: Office of Financial Aid
- Library Resources: Zuhl Memorial Library

Please visit the Syllabus Student Resources & Policy website for university policies and student services, including Discrimination and Disability Accommodation, academic misconduct, student services, final exam schedule, grading policies and more.

Campus Tutoring

Campus Tutoring Services offers NMSU undergraduate students free, accessible and convenient options to supplement their academic experience for our most in-demand courses on campus. Campus Tutoring offers individual and small group tutoring. Visit <https://campustutoring.nmsu.edu/>.

Math Tutoring Center

The Math Tutoring Center offers NMSU undergraduate students free help for math courses ranging from Pre-Algebra through Calculus, including Statistics. Tutoring is provided by math graduate students and undergraduates from a variety of STEM disciplines. They currently offer both in person and online help. For more information, including hours, please visit <https://math.nmsu.edu/math-tutoring-page.html>

Writing Center

The Writing Center offers free services to all NMSU students through one-on-one consultations at any stage in the writing process, from understanding assignment directions to revising final drafts. Consultants advise students on aspects of proofreading and editing, but do not provide editing services. Information about the Writing Center is available at <https://writingcenter.nmsu.edu/>.

Student Accessibility Services (SAS)

If you have a disability that may impact your learning or participation, please contact SAS as early as possible. They will work with you and your instructor to coordinate reasonable accommodation.

Location: Corbett Center, Room 208 Email: sas@nmsu.edu <https://studentlife.nmsu.edu/disability-access-services1/index.html>

Library Research Support

NMSU librarians offer help with finding, evaluating, and citing sources. Research assistance is available via chat, email, or in person.

Zuhl and Branson Libraries lib.nmsu.edu

Student-Support Services

Aggie One-Stop is a student service center designed to help both undergraduate and graduate students manage the business of going to college, as well as resources to connect with university departments. Information and answers about admissions, financial aid, registration, bill payment and student records, advising, housing, parking, and health & wellness can all be found in a single location.

Website: <https://onestop.nmsu.edu> Phone: 575-646-NMSU (575-646-6678) Email: onestop@nmsu.edu

Military & Veteran Services

The Office of Military and Veterans Programs provides services to current and former service members. The office can be reached at:

575-646-4524 mvp@nmsu.edu Website: <https://mvp.nmsu.edu/> Location: Corbett Center Student Union, Room 244 Hours: Monday-Friday, 8am-5pm

Student Support Services (SAS)

SAS helps NMSU students navigate challenges like financial hardships, academic concerns, and personal difficulties. We offer individualized support, connect students to campus and community resources—including Aggie Cupboard for food assistance (aggiecupboard.nmsu.edu)—and assist with understanding university policies, appeals, and processes.

Visit: Corbett Center, Room 207 Call: 575-646-1722 | Email: saservices@nmsu.edu Learn more: <https://studentlife.nmsu.edu/studentassistanceindex.html>

TimelyCare

Enhance your well-being with TimelyCare, NMSU's free virtual health service available 24/7/365. Access medical and mental health support anytime, anywhere in the U.S. Services include on-demand medical care, emotional support, scheduled counseling (12 visits per year), health coaching, and more. To get started, visit timelycare.com/nmsu or download the TimelyCare app from your app store, and register with your NMSU email. For more information, visit timelycare.nmsu.edu.

Note: TimelyCare is available to all enrolled Main-Campus and Global NMSU students. No insurance is required to access these services.

Technical Support

The ICT Customer Service Center is equipped to deal with all of your information technology (IT) and telecommunications needs at NMSU. The ICT Customer Service Center hours of operation are from 8:00 am until 5:00 pm Monday through Friday Mountain Time. Please feel free to contact them on 646-1840 or via e-mail at helpdesk@nmsu.edu.

You can also go to the Student Technology Help web page and Student Resources located on the Canvas web page for additional information on Canvas.

Academic Technology Support

Canvas is the official Learning Management System (LMS) used at NMSU to access course materials, submit assignments, view grades, and participate in discussions. Support for Canvas is provided by Academic Technology. Canvas support is available Monday – Friday from 8 AM – 5 PM. You can contact Canvas Support by calling (575) 646-5125 or email them through learning@nmsu.edu. You can also go to the Student and Faculty Help located on the Canvas for additional information on Canvas live support via Zoom.

Privacy Policies

NMSU takes protecting and honoring your privacy very seriously. Please note that several software and technology materials can be used in a course. Some privacy policies are linked below:

- Canvas Privacy Policy
 - Adobe Privacy Policy
 - Firefox Privacy Policy
 - Google Product Privacy Guide (e.g., Chrome, Google Drive, YouTube)
 - Microsoft Privacy Policy
 - Apple Privacy Policy for software and devices
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Campus Emergency Information

Campus Emergency Numbers

1. NMSU Police Department: 575-646-3311 | www.nmsupolice.com
2. NMSU Aggie Health and Wellness (medical and counseling Services: 575-646-1512 | <https://wellness.nmsu.edu>
3. NMSU Dean of Students: 575-646-1722
4. For any On-Campus Emergencies call 911.

Emergency Evacuation Plan

Information on emergency evacuation can be found on the NMSU Syllabus Student Resources website.

University Grading System

The University Grading System is outlined in ARP 4.55 (<https://arp.nmsu.edu/chapter-4/4-55.html>). Instructors can decide if their course is graded using fractional grading (pluses and minuses). At the request of the student, the instructor will provide information on progress in the course prior to the last day to drop a course.

Incomplete Grades

Under university policy, incompletes may be given only if a student has a passing grade at midsemester (the last day to withdraw from a class) and is precluded from successful completion of the second half of the course by a documented illness, documented death, family crisis or other similar circumstances beyond the student's control. Visit ARP 4.55 Part 2, Letter D (<https://arp.nmsu.edu/chapter-4/4-55.html>) for more information.

S/U Grading

Students enrolling under the S/U grading option must earn a specific grade as designated by the instructor to receive an "S". Students must elect the grading option prior to the last day to add a class. See ARP 4.55 Part 2 (<https://arp.nmsu.edu/chapter-4/4-55.html>) for more information.

6-Week Early Performance Grades

Lower division courses are required to submit grades for work completed as of the sixth (6th) Friday of the semester. These grades will be used to facilitate opportunities for students to address performance issues. This is optional for upper division courses. (ARP 4.55, Part 5 <https://arp.nmsu.edu/chapter-4/4-55.html>).

Academic Misconduct

The Student Code of Conduct defines academic misconduct, non-academic misconduct and the consequences or penalties for each. The Student Code of Conduct is available in the NMSU Student Handbook online <http://studenthandbook.nmsu.edu/> Academic misconduct is explained at: https://studentlife.nmsu.edu/academic_integrity/academic_misconduct.html Academic misconduct is governed by ARP Policy 5.10. (<https://arp.nmsu.edu/chapter-5/5-10.html>)

Plagiarism Statement

Plagiarism is using another person's work without acknowledgment, making it appear to be one's own. Intentional and unintentional instances of plagiarism are considered instances of academic misconduct and are subject to disciplinary action such as failure on the assignment, failure of the course or dismissal from the university. The NMSU Library has more information and help on how to avoid plagiarism at <https://nmsu.libguides.com/plagiarism>.

Academic & Student Social Code of Conduct - Academic Grievance Policy

Academic and student social code of conduct information is found on the NMSU Syllabus Student Resources website. Information on the Academic Grievance Policy can be found in the Student Handbook. The student handbook can be found on the Student Services quick link sidebar.

Ethics Statement

New Mexico State University is committed to maintaining the highest standards of ethics and integrity in all of its academic and administrative operations, by promoting such standards among its regents, administrators, faculty, staff, students and others acting on behalf of the university (including those acting on behalf of university controlled entities) and by striving to ensure a level of accountability appropriate for a public institution.

Statement on AI

This course assumes that all work submitted by students will be generated by the students themselves, working individually or in groups. Students should not have another person/entity do the writing of any substantive portion of an assignment for them, which includes hiring a person or a company to write assignments and using AI tools.

Communication & Course Expectations

Response Time

I will typically respond to emails within 24 hours during weekdays. Messages sent after 5 PM Friday may not receive responses until the following Monday.

Attendance & Participation

Success in this course requires regular attendance and active participation. Class activities, discussions, and worksheets are core to learning.

- Attend class regularly
- Participate in worksheets and activities
- Engage in group discussions and experiments
- Ask questions when concepts are unclear

Technical Support

For technical issues with course materials, email the instructor or contact NMSU IT Help Desk at 575-646-1234.

Course Expectations & Tips for Success

How to Succeed in This Course

1. Come to class prepared - Read the chapter before class; bring your textbook
2. Engage during class - Participate in discussions and simulations
3. Complete worksheets promptly - Don't wait until the last minute; they're due at end of class
4. Work on Profit Fish incrementally - Don't try to do it all at once
5. Write notebook entries weekly - Reflection works best when fresh
6. Ask for help early - Visit office hours if concepts are unclear
7. Connect concepts to real life - Economics is everywhere

What I Expect From You

- Professional communication via email
- Respectful engagement with classmates
- Academic honesty in all work
- Timely submission of assignments
- Active participation in class activities
- Completion of worksheets by end of class (with stamp)

What You Can Expect From Me

- Clear learning objectives and assessment criteria
 - Timely and constructive feedback
 - Availability during office hours
 - Enthusiasm for teaching economics
 - Responsive communication
 - Fair and consistent grading
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Course Philosophy

This course embraces the idea that economics is everywhere. Every decision you make involves economic thinking. By understanding the principles in this course, you'll see the world differently—recognizing the incentives, constraints, and trade-offs that shape our lives.

“Better Decisions – That’s What Economics is All About.”

Our 15 G.O.A.T topics build from foundational concepts (scarcity, opportunity cost, marginal thinking) through consumer and producer behavior, to market dynamics and real-world applications. Each topic connects to the next, creating a comprehensive understanding of how economies work.

Changes to Syllabus

The instructor reserves the right to make changes to this syllabus as needed during the semester. Students will be notified of any changes via email and class announcement. The most current version of this syllabus will be available on the course website.

Last Updated: January 15, 2026

Version: Spring 2026 - M05 Section

Appendix: Key Dates Summary

- January 22, 2026: Classes Begin
- February 7, 2026: Experiment 1 Released
- February 19, 2026: Experiment 1 Due (50 pts)
- February 26, 2026: Profit Fish Project Released; Week 6 begins
- March 4, 2026: Profit Fish Phase 1 - Problem Proposal Due (end of class)
- March 9-15, 2026: Spring Break (No Classes)
- March 26, 2026: Experiment 2 Released
- April 1, 2026: Experiment 2 Due (50 pts)
- April 8, 2026: Profit Fish Phase 2 - Progress Report Due (end of class)
- April 29, 2026: Profit Fish Phase 3 - First Draft Due (end of class)
- May 4-8, 2026: Profit Fish Phase 4 - Final Presentations
- May 6, 2026: Profit Fish Final Submission + Economic Notebook Due (end of class)
- May 16, 2026: All Grades Due