This course syllabus provides a general plan for the course; deviations may be necessary.

**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.

**How to Reach Me:**
You can reach me one of three ways:
* Come to my office hours (no appointment necessary)
* Make an appointment for any mutually convenient time
* Drop by on the off chance you might catch me (no promises)

In general, I would prefer to meet with you in person, one of these three ways. My second choice is to speak with you by phone. Email is convenient for housekeeping matters and for very brief questions that I can answer in one or two sentences. (Please be sure to put “Econ 2106:” in the subject heading so I can prioritize your question.) Email is not a useful medium for issues of substance, which require interaction. Thus, I will not answer technical/substantive questions by email. If you do write with such questions, I will ask you to come in person or to call. When you come, please come prepared with a specific question.

**Office Hours:** Tues 1:30-3:30, or by appointment.
**Office:** Andrew Young School of Policy Studies (AYSPS), room 435 (The AYSPS building is located at the intersection of Marietta and Peachtree Streets; my office is on the 4th floor – take a right off the elevators.)
**Office Phone:** 404-413-0252
**Email Address:** hsbanzhaf@gsu.edu

**Prerequisite:** Math 1101 (Intro. to Mathematical Modeling) or Math 1111 (Algebra)

Access to Norton SmartWork (NSW) 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. NSW will be used for online homework assignments and for general course communication.

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/](http://technology.gsu.edu/technology-services/it-services/labs-and-classrooms/computer-labs/) for more information about locations and hours.

A simple calculator is recommended as well, and can be brought to exams. No phones, etc. during exams.

**Grades**
Grades will be based on two in-class exams, a final exam, and quizzes as follows:

- Homework 20%
- Exam 1 25%
- Exam 2 25%
- Final Exam 30%

There will be no make-up exams: the weight of a missed exam will be moved to your final.

Exams may be re-graded upon written request with explanation, but my policy is to re-grade the entire exam. Grades may go up or down after being re-graded.

Grades in this class will be curved at the end of the semester. Your raw (i.e. un-curved) scores will be computed into a numerical cumulative semester average. At the end of the semester, the cumulative raw score will be curved.

As with all economics classes, the final grading scale will be as follows: A+, A, A-, B+, B, B-, C+, C, C-, D, F.

**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.

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.

**Academic Honesty:** As members of the academic community, students are expected to recognize and uphold standards of intellectual and academic integrity. The university assumes as a basic and minimum standard of conduct in academic matters that students be honest and that they submit for credit only the products of their own efforts. Both the ideals of scholarship and the need for fairness require that all dishonest work be rejected as a basis for academic credit. They also require that students refrain from any and all forms of dishonorable or unethical conduct related to their academic work. The GSU policy on academic honesty is available at: [http://education.gsu.edu/main/4432.htm](http://education.gsu.edu/main/4432.htm).

**Attendance Policy:** Attendance per se 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.

**Course Evaluations:** 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.

**Disabilities:** 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.

**Learning Objectives for ECON 2106:**

1. The student should be able to define the concept of *scarcity*. Similarly, the student should be able to define *opportunity costs*, demonstrate how they affect economic decisions, and identify these costs in a given economic decision.

2. The student should be able to explain and apply the concepts of *marginal benefits* and *marginal costs* to determine optimal economic decisions for consumers and firms, as well as the benefit-cost principle.

3. The student should be able to 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).

4. The student should be able to define and explain the concept of *comparative advantage*, and the principles behind specialization and trade.

5. The student should be able to recognize, interpret, and utilize a *supply* curve and a *demand* curve, and should be able to identify the underlying determinants of each. The student
should be able to differentiate between a change in demand/supply and a change in the quantity demanded/supplied.

6. The student should be able to define the general concept of elasticity for different variables in the demand or supply function (own, cross, income), and should be able to describe the effect of a given elasticity on economic outcomes (e.g., revenues, tax burden, policy choices, etc.).

7. The student should be able to identify the differences between a perfectly competitive market, a monopolistic market, and an imperfectly competitive market, and the implications of each for economic outcomes.

8. The student should be able to define externalities and public goods, their relation to free markets, and economic solutions to these problems.
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.

- **Buy an access code from the Norton website**—After purchasing access at wwnorton.com/nsw/buy, sign in at wwnorton.com/nsw and enter our course enrollment key.

- **Use trial access**—Thinking about dropping this course? Register at 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.

**Logging in as a return user**

When logging in to complete our assignments, log-in at wwnorton.com/nsw.

**Helpful links**

- **Norton tech support**—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

**Student Quickstart Guide**—wwnorton.com/nsw/studentguide