Dr. Rebecca Davis  
Department of Economics and Finance  
Nelson Rusche College of Business  
Lectures: T/Tr 2:00-3:15  
Office Hours: T/Tr 3:30-5:30, W 9:30-12:30  
T/Tr 12:30-2:00 (online only)  
Also available by appointment.

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Phone: (936)-468-1828  
Office: McGee Bus. Bldg. 303-F  
Location: McGee Bus. Bldg. 124

Catalog Description:  
An introduction to the behavioral science of economics which focuses on the behavior of individual consumers, firms, government agencies and resource owners. Topics covered include basic price theory, market allocation of resources, consumer behavior, theory of the firm, government regulation of business, and comparative economic systems. Prerequisite: none.

Course Materials:  
The primary text is *Principles of Economics*, Mankiw 8th edition with a MindTap software code. You will enroll in Cengage on D2L: https://d2l.sfasu.edu/.

Cengage/Mindtap:  
At SFA, all ECO 231/232 courses use the same book. Recently, Cengage has introduced a new option: Cengage Unlimited, which gives students online access to all Cengage products during the same term for all of their courses that use Cengage products. If you are happy with an ebook, this is the cheapest way to get access to ECO 231 and/or 232. Otherwise, you can buy the physical copy of the text/with access at the bookstore or directly from Cengage.  
Note: either option also comes with a Mindtap iPhone/Android app for tablets and phones, where you can download a copy of the book for offline use. Two final notes: (1) if you took ECO 231 at SFA last term and purchased two-semester access, you will NOT need to purchase any additional access this term, (2) You will always access Cengage/Mindtap directly through our specific D2L course.

General Education Core Curriculum Information:  
This course has been selected to be part of Stephen F. Austin State University’s core curriculum. The Texas Higher Education Coordinating Board has identified six objectives for all core courses: Critical Thinking Skills, Communication Skills, Empirical and Quantitative Skills, Teamwork, Personal Responsibility, and Social Responsibility. SFA is committed to the improvement of its general education core curriculum by regular assessment of student performance on these six objectives. Assessment of these objectives at SFA will be based on student work from all core curriculum courses. This student work will be collected in D2L. The chart below indicates the core objectives addressed by this course, the assignment(s) that will be
used to assess the objectives in this course and the date the assignment(s) should be uploaded to D2L. Not every assignment will be collected for assessment every semester. Your instructor will notify you which assignment(s) must be submitted for assessment in this semester.

<table>
<thead>
<tr>
<th>Core Objective</th>
<th>Definition</th>
<th>Assignment Title</th>
<th>Date Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Critical Thinking Skills:</td>
<td>To include creative thinking, innovation, inquiry, and analysis, evaluation and synthesis of information.</td>
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<tr>
<td>Communication Skills:</td>
<td>To include effective development, interpretation and expression of ideas though written, oral, and visual communication.</td>
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<tr>
<td>Empirical and Quantitative Skills</td>
<td>To include the manipulation and analysis of numerical data or observable facts resulting in informed conclusions.</td>
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<tr>
<td>Social Responsibility:</td>
<td>To include intercultural competence, knowledge of civic responsibility, and the ability to engage effectively in regional, national, and global communities.</td>
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</tbody>
</table>

**Student Learning Outcomes (with relevant Core Objectives in parentheses)**

Upon successful completion of this course, students should be able to:

- Demonstrate a basic understanding of how society’s basic resource allocation decisions are made under different economic systems (CT, SR, CS)
- Show how market structure influences firm and consumer decisions over resource allocation (CT)
- Show how production costs behave when firms alter their production levels (CT, QS)
- Show how governmental regulation and taxation affects the market allocations of resources (CT, CS, QS, SR)
- Determine equilibrium price and quantity in a single market (CT)
- Calculate and use elasticity measures to describe consumer expenditure behavior (CT, QS)
- Identify profit-maximizing output and input and price levels for firms operating under various market structures, and to correctly predict changes in production costs as output levels change for the firm (CT, QS)

**General Student Policies:**

**Program Learning Outcomes**

Program learning outcomes define the knowledge, skills, and abilities students are expected to demonstrate upon completion of an academic program. These learning outcomes are regularly assessed to determine student learning and to evaluate overall program effectiveness. You may access the program learning outcomes for your major and particular courses at http://www.sfasu.edu/cob/ug-plo.asp

**Academic Integrity (A-9.1)**

Abiding by university policy on academic integrity is a responsibility of all university faculty and students.
Definition of Academic Dishonesty
Academic dishonesty includes both cheating and plagiarism. Cheating includes, but is not limited to (1) using or attempting to use unauthorized materials on any assignment or exam; (2) falsifying or inventing of any information, including citations, on an assigned exercise; and/or (3) helping or attempting to help another in an act of cheating or plagiarism. Plagiarism is presenting the words or ideas of another person as if they were one’s own. Examples of plagiarism include, but are not limited to (1) submitting an assignment as if it were one's own work when is at least partly the work of another person; (2) submitting a work that has been purchased or otherwise obtained from the Internet or another source; and/or (3) incorporating the words or ideas of an author into one's paper without giving the author credit. Penalties may include, but are not limited to reprimand, no credit for the assignment or exam, re-submission of the work, make-up exam, failure of the course, or expulsion from the university. Please read the complete policy at http://www.sfasu.edu/policies/student_academic_dishonesty.pdf.

Course Grades (University Policy 5.5)
At the discretion of the instructor of record and with the approval of the academic unit head, a grade of WH will be assigned only if the student cannot complete the course work because of unavoidable circumstances. Students must complete the work within one calendar year from the end of the semester in which they receive a WH, or the grade automatically becomes an F, except as allowed through policy related to active military service. If students register for the same course in future semesters, the WH will automatically become an F and will be counted as a repeated course for the purpose of computing the grade point average. Please refer to the complete policy at http://www.sfasu.edu/policies/course-grades.pdf.

Students with Disabilities
To obtain disability related accommodations, alternate formats and/or auxiliary aids, students with disabilities must contact the Office of Disability Services (ODS), Room 325 in the Human Services Building, 468-3004/468-1004 (TDD) as early as possible in the semester. Once verified, ODS will notify the course instructor and outline the accommodation and/or auxiliary aids to be provided. Failure to request services in a timely manner may delay your accommodations. For additional information, go to http://www.sfasu.edu/disabilityservices/.

Student Conduct (University Policy 10.4)
Classroom behavior should not interfere with the instructor’s ability to conduct the class or the ability of other students to learn from the instructional program (see the full Student Conduct Code at http://www.sfasu.edu/policies/student-code-of-conduct_10.4.pdf). Unacceptable or disruptive behavior will not be tolerated. Students who disrupt the learning environment may be asked to leave class and may be subject to judicial, academic, or other penalties. This prohibition applies to all instructional forums, including electronic, classroom, labs, discussion groups, field trips, etc. The instructor shall have full discretion over what behavior is appropriate/inappropriate in the classroom. Students who do not attend class regularly or who perform poorly on class projects/exams may be referred to the iCare Early Alert Program. This program provides students with recommendations for resources or other assistance that is available to help SFA students succeed.
Grading System:
Your final grade for the course is based on the scale below.
A: 90% and above, B: 80%-89%, C: 70%-79%, D: 60%-69%, F: Less than 60%

<table>
<thead>
<tr>
<th>Task</th>
<th>% of Class Grade</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>MindTap Homework</td>
<td>20%</td>
<td>200</td>
</tr>
<tr>
<td>Participation Quizzes</td>
<td>10%</td>
<td>100</td>
</tr>
<tr>
<td>Exam 1</td>
<td>15%</td>
<td>150</td>
</tr>
<tr>
<td>Exam 2</td>
<td>15%</td>
<td>150</td>
</tr>
<tr>
<td>Exam 3</td>
<td>15%</td>
<td>150</td>
</tr>
<tr>
<td>Final Exam (Cumulative)</td>
<td>25%</td>
<td>250</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>1000</td>
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MindTap Homework:
Completing homework and practice assignments is vital to learning the material. These assignments provide feedback to you about your personal level of understanding as well as feedback to me about the overall level of understanding in the class. There will be roughly one MindTap homework assignment for every textbook chapter we cover. All homework assignments close at 11:00 pm on the night of their due date.

Note: no late homework assignments will be accepted. There will be no make-up assignments offered for this class. The lowest homework grade will be dropped from your overall homework course grade. However, the lowest homework grade can NOT be the very last homework assignment. Thus, if your lowest homework grade is the very last homework assignment, the second lowest homework score will be dropped from your overall homework course grade.

Participation Quizzes:
There will be several in-class quizzes in the first five minutes of class. Your average on these quizzes will determine your participation grade. The lowest quiz grade will be dropped from your overall homework course grade.

Exams:
All exams will be given during class time or during the University’s scheduled final exam slot for the class. Make-up exams will only be offered under documented medical or other emergency situations. If you miss an exam for an unforeseen reason, you should contact me as soon as physically possible. For all other reasons, I should be contacted via email or in person at least two weeks before the scheduled exam to be eligible for a make-up. If you miss an exam with an unexcused absence, you will receive a zero for the exam.

Before each exam, I will post a set of review questions that should give you a good sense of what to expect on the exam. Although this will not be graded, I recommend working through the problems in your study groups.

The tentative regular in-class exams are scheduled for the following dates:
- Exam 1 – Tuesday, February 18th
- Exam 2 – Thursday, March 26th
Exam 3 – Tuesday, April 28th

The final exam for this course is scheduled for Tuesday, May 5th from 1:30-4:00.

Course Expectations:
- **Be Prepared:** Students are expected to read assigned material **prior to class** and to participate in class discussions and activities. If you have a question, **never let it go unanswered**.
- **Be in Class:** Consistent attendance is essential for acceptable performance in this course.
- **Be Courteous:** If you attend class, be on time and attend both physically and mentally. Spending class time on anything other than class material is harmful to the collective learning environment and will not be permitted. For the sake of your classmates, please turn off your phones completely, arrive on time, and **please do not come and go during class**. The doors cannot be unlocked; if you arrive late or leave during class, you will be causing a disruption.

Keys to Success/Points of Emphasis:
In my experience, there are three keys to success in this course: (1) Come to class every day and take notes in addition to those provided, (2) do problems and then do more problems like the ones you struggled with, and (3) seek help/use additional resources when needed. You will have significant weekly reading assignments from a mandatory textbook, and are also expected to complete regular homework assignments throughout the term, generally one for each chapter that is covered in the textbook. Additionally, small quizzes may be assigned during the term. Exam preparation, readings, assignments, and quiz activities average at a minimum 6 hours of work done outside of class each week.

Schedule:

Tentative Content Calendar
Week 1: What is Economics (Chapter 1) and Thinking like an Economist (Chapter 2)
Week 2: Specialization and Gains from Trade (Chapter 3)
Week 3: Demand and Supply (Chapter 4)
Week 4: Demand and Supply (continued)
  *Exam 1 – February 18*th
Week 5: Elasticity (Chapter 5)
Week 6: Elasticity (continued)
Week 7: Efficiency, Equity and Economic Systems (Chapter 7)
  *Spring Break*
Week 8: Government involvement in Markets (Chapter 6)
  *Exam 2 – March 26*th
Week 9: Taxes (Chapter 8)
Week 10: Taxes (continued) and Production and Cost (Chapter 13)
Week 11: Production and Cost (continued)
Week 12: Perfect Competition (Chapter 14)
Week 13: Perfect Competition (continued) and Monopoly (Chapter 15)
  *Exam 3 – April 28*th
Week 14: Monopoly (continued)
  *Final Exam – May 5*th (1:30pm - 4:00pm)
Tentative Detailed Calendar

<table>
<thead>
<tr>
<th>Topic</th>
<th>Assigned Task</th>
<th>Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intro to Economics</td>
<td>Do practice homework (MindTap: Ch. 2)</td>
<td>Friday, January 24&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>PPF and Trade</td>
<td>Complete homework 1 (MindTap: Ch. 3)</td>
<td>Friday, January 31&lt;sup&gt;st&lt;/sup&gt;</td>
</tr>
<tr>
<td>Supply and Demand</td>
<td>Complete homework 2 (MindTap: Ch. 4)</td>
<td>Thursday, February 13&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Exam 1</td>
<td>Complete Exam 1</td>
<td>In-class, Tuesday, February 18&lt;sup&gt;th&lt;/sup&gt;</td>
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<tr>
<td>Elasticity</td>
<td>Complete homework 3 (MindTap: Ch. 5)</td>
<td>Thursday, February 27&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Efficiency and Fairness</td>
<td>Complete homework 4 (MindTap: Ch. 7)</td>
<td>Thursday, March 5&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Government and Markets (1)</td>
<td>Complete homework 5 (MindTap: Ch. 6)</td>
<td>Friday, March 20&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Exam 2</td>
<td>Complete Exam 2</td>
<td>In-class, Thursday, March 26&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Government and Markets (2)</td>
<td>Complete homework 6 (MindTap: Ch. 8)</td>
<td>Tuesday, March 31&lt;sup&gt;st&lt;/sup&gt;</td>
</tr>
<tr>
<td>Firm Theory</td>
<td>Complete homework 7 (MindTap: Ch. 13)</td>
<td>Tuesday, April 14&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Perfect Competition</td>
<td>Complete homework 8 (MindTap: Ch. 14)</td>
<td>Thursday, April 23&lt;sup&gt;rd&lt;/sup&gt;</td>
</tr>
<tr>
<td>Exam 3</td>
<td>Complete Exam 3</td>
<td>In-class, Tuesday, April 28&lt;sup&gt;th&lt;/sup&gt;</td>
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<tr>
<td>Monopoly</td>
<td>Complete homework 9 (MindTap: Ch. 15)</td>
<td>Friday, May 1&lt;sup&gt;st&lt;/sup&gt;</td>
</tr>
<tr>
<td>Final Exam</td>
<td>Complete Final Exam</td>
<td>Tuesday, May 5&lt;sup&gt;th&lt;/sup&gt; 1:30 p.m.-4:00 p.m.</td>
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Look at the next page for notes about the schedule.
Please keep an eye on the MindTap schedule. I may need to make adjustments throughout the semester. Any changes made to the schedule will be announced in-class, sent in an e-mail, and changed on the D2L calendar.

Disclaimer:
I reserve the right to make changes and amendments to this syllabus through classroom and D2L announcements during the semester.