
Note on Cengage/MindTap: At SFA, all ECON 2301/2302 courses use the same book. Recently, Cengage introduced an option called “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 E-book, this is the cheapest way to get access to ECON 2301 and/or 2302. Otherwise, you can buy the physical copy of the text/with access at the bookstore or directly from Cengage. 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. Note: (1) if you took ECON 2301 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/Brightspace course.

Evaluation: There will be three regular exams worth 100 points each and a comprehensive final exam worth 150 points. There will also be 4 problem sets assigned throughout the semester worth a total of 100 points, as well as periodic quizzes worth a total of 50 points. There are 600 points possible for the course.

Grading Scale: A 90% and above
B 80 - 89%
C 70 - 79%
D 60 - 69%
F Below 60%

Make-up Policy: Late assignments will not be accepted. Make-up exams will be given only in extreme circumstances. If you must miss an exam, you must inform the professor of your desire to take a make-up exam prior to the class period following the missed exam. Failure to do so will result in a score of zero for the missed exam. The privilege of taking a make-up exam is in no way guaranteed, and is subject to the instructor’s discretion. In the case of quizzes, your lowest quiz score will be dropped, which means you can miss one quiz without penalty. Make-up quizzes will not be given.

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.

Prerequisites: None
Attendance
And Drop
Policy: Regular attendance is strongly encouraged. While there is no official attendance requirement for this course, past experience has shown that succeeding in economics is exceedingly difficult if you do not attend regularly. Under all circumstances it is the student’s responsibility to obtain any information or assignments presented during any given class period. University policy will be followed regarding all issues concerning drops/course withdrawals.

Student Learning Outcomes: 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
- Show how market structure influences firm and consumer decisions over resource allocation
- Show how production costs behave when firms alter their production levels
- Show how governmental regulation and taxation affects the market allocations of resources
- Determine equilibrium price and quantity in a single market
- Calculate and use elasticity measures to describe consumer expenditure behavior
- 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

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

Withheld Grades: Ordinarily, at the discretion of the instructor of record and with the approval of the academic chair/director, a grade of WH will be assigned only if the student cannot complete the coursework 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. If students register for the same course in future terms the WH will automatically become an F and will be counted as a repeated course to compute the grade point average. For additional information, go to https://www.sfasu.edu/policies/course-grades-5.5.pdf.

Academic Integrity: The Code of Student Conduct and Academic Integrity outlines the prohibited conduct by any student enrolled in a course at SFA. It is the responsibility of all members of all faculty, staff, and students to adhere to and uphold this policy.

Articles IV, VI, and VII of the new Code of Student Conduct and Academic Integrity outline the violations and procedures concerning academic conduct, including cheating, plagiarism, collusion, and misrepresentation. Cheating includes, but is not limited to: (1) Copying from the test paper (or other assignment) of another student, (2) Possession and/or use during a test of materials that are not authorized by the person giving the test, (3) Using, obtaining, or attempting to obtain by any means the whole or any part of a non-administered test, test key, homework solution, or computer program, or using a test
that has been administered in prior classes or semesters without permission of the Faculty member, (4) Substituting for another person, or permitting another person to substitute for one’s self, to take a test, (5) Falsifying research data, laboratory reports, and/or other records or academic work offered for credit, (6) Using any sort of unauthorized resources or technology in completion of educational activities.

Plagiarism is the appropriation of material that is attributable in whole or in part to another source or the use of one’s own previous work in another context without citing that it was used previously, without any indication of the original source, including words, ideas, illustrations, structure, computer code, and other expression or media, and presenting that material as one’s own academic work being offered for credit or in conjunction with a program course or degree requirements.

Collusion is the unauthorized collaboration with another person in preparing academic assignments offered for credit or collaboration with another person to commit a violation of any provision of the rules on academic dishonesty, including disclosing and/or distributing the contents of an exam.

Misrepresentation is providing false grades or résumés; providing false or misleading information in an effort to receive a postponement or an extension on a test, quiz, or other assignment for the purpose of obtaining an academic or financial benefit for oneself or another individual or to injure another student academically or financially.

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), Human Services Building, and Room 325, 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 promptly may delay your accommodations. For additional information, go to http://www.sfasu.edu/disabilityservices/.

Student Wellness and Well-Being:
SFA values students’ overall well-being, mental health and the role it plays in academic and overall student success. Students may experience stressors that can impact both their academic experience and their personal well-being. These may include academic pressure and challenges associated with relationships, emotional well-being, alcohol and other drugs, identities, finances, etc.

If you are experiencing concerns, seeking help, SFA provides a variety of resources to support students’ mental health and wellness. Many of these resources are free, and all of them are confidential.

On-campus Resources:
The Dean of Students Office (Rusk Building, 3rd floor lobby)  
www.sfasu.edu/deanofstudents
936.468.7249
dos@sfasu.edu

SFA Human Services Counseling Clinic Human Services, Room 202  
www.sfasu.edu/humanservices/139.asp
936.468.1041
The Health and Wellness Hub “The Hub”
Location: corner of E. College and Raguet St.

To support the health and well-being of every Lumberjack, the Health and Wellness Hub offers comprehensive services that treat the whole person – mind, body and spirit.

Services include:
- Health Services
- Counseling Services
- Student Outreach and Support
- Food Pantry
- Wellness Coaching
- Alcohol and Other Drug Education

www.sfasu.edu/thehub
936.468.4008
thehub@sfasu.edu

Crisis Resources:
- Burke 24-hour crisis line: 1.800.392.8343
- National Suicide Crisis Prevention: 9-8-8
- Suicide Prevention Lifeline: 1.800.273.TALK (8255)
- johCrisis Text Line: Text HELLO to 741-741
**TENTATIVE COURSE OUTLINE**

This course outline is subject to change. Dates for material coverage are estimates only. Any necessary changes to exam dates and/or problem set due dates will be announced in class.

**Week 1**  
(Aug. 30)  
Chapter 1 “Ten Principles of Economics”

**Week 2**  
(Sept. 6)  
Chapter 2 “Thinking like an Economist”  
Chapter 4 “The Market Forces of Supply and Demand”

**Week 3**  
(Sept. 13)  
Chapter 4 Continued  
Chapter 5, “Elasticity and Its Application”  
**QUIZ 1**

**Week 4**  
(Sept. 20)  
Chapter 5 Continued  
**QUIZ 2**

**Week 5**  
(Sept. 27)  
Chapter 6 “Supply, Demand, and Government Policies”  
**Problem Set 1 Due - Sept. 26**  
**EXAM 1**

**Week 6**  
(Oct. 4)  
Chapter 7 “Consumers, Producers, and the Efficiency of Markets”  
Chapter 8, “Application: The Costs of Taxation”

**Week 7**  
(Oct. 11)  
Chapter 10, “Externalities”  
**QUIZ 3**

**Week 8**  
(Oct. 18)  
Chapter 11, “Public Goods and Common Resources”  
**QUIZ 4**

**Week 9**  
(Oct. 25)  
Chapter 21 “The Theory of Consumer Choice”  
**Problem Set 2 Due – Oct. 24**  
**EXAM 2**

**Week 10**  
(Nov. 1)  
Chapter 21 - Continued

**Week 11**  
(Nov. 8)  
Chapter 13 “The Costs of Production”  
**QUIZ 5**

**Week 12**  
(Nov. 15)  
Chapter 14 “Firms in Competitive Markets”  
**Problem Set 3 Due – Nov. 14**  
**EXAM 3**

**Week 13**  
(Nov. 22)  
THANKSGIVING BREAK

**Week 14**  
(Nov. 29)  
Chapter 15 “Monopoly”

**Week 15**  
(Dec. 6)  
Chapter 16 “Monopolistic Competition”  
Chapter 17 “Oligopoly”  
**QUIZ 6**  
**Problem Set 4 Due Dec. 5**

**Week 16**  
(Dec. 13)  
FINAL EXAM
HOW TO SUCCEED IN THIS COURSE

1. **Read the Book.** This prevents what some call foreign language syndrome (FLS). The professor often uses terms that are in the book; terms that would otherwise be unfamiliar to you. Therefore, if you have not read the book (before class) it may often seem as though the professor is speaking in a language that is foreign to you.

2. **Always Attend Class.** While reading the book is an important first step, attending class on a regular basis is a vital part of your education. Attending class gives you a chance to ask questions, interact with the professor and fellow students, and perhaps see something presented at a different angle from the one provided in the book. If for no other reason, attending class should give you a pretty good idea of what types of things the professor likes to emphasize, and therefore may be most likely to ask on an exam.

3. **Review Notes.** After each class, it is a good idea to briefly review that day's notes. Take a few minutes to make sure that everything you have written down is 1) correct and 2) makes sense to you. If you are confused about something, consult your textbook or your professor as soon as possible to get it cleared up. Most classes build on earlier material, so a misunderstanding today may cause tremendous confusion in the future.

4. **Study Actively/Rewrite Notes/Practice Drawing Graphs.** Many students find it beneficial to rewrite their notes on a regular basis. It is no secret that we all learn by doing. This means actual hands-on, do-it-yourself types of things. This is especially true in economics. While it may seem as though reading your text and notes and highlighting the important parts constitutes sufficient studying, things often don’t really sink in until you do them yourself. Even if you sit through every lecture and read every page of the text and think that everything makes sense to you, chances are pretty good that you are not well prepared for an exam. It is important that you do things like rewrite notes, work problems at the end of the chapter, and reproduce graphs and other concepts while your notes and books are closed.

   **Try studying your notes for 10 minutes, then close your notes, take out a blank piece of paper and see how much you can recall. This is a very effective study method.**

5. **Don't Procrastinate.** It is very important for you to do things listed in Item 4 as the course progresses—do not wait until a few days before the test. You should never fall more than one week behind in learning the material. The worst possible way to prepare for a test is to do nothing until 48 hours prior to the test, then start "studying" frantically. Remember that tests tend to come in groups. Students often complain that they did poorly on a test because they had 2 (or 3 or 4) other tests that week and therefore couldn’t study properly. If you will learn the material as you go, the amount of studying that you will need to do right before an exam will be greatly reduced.