

# Welcome to Managerial Economics ECON 306 Section DL1 (3 credit hours)

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## Contact Information

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## Course Overview

### Catalog Description

This is a course that covers the basics of managerial economics using the tools of neoclassical economics, game theory, and public choice. Both the external and internal decisions of the firm will be analyzed.

### Recommended Prerequisites

**ECON 103, 104, 306**, and a course in calculus (MATH 108, MATH 113, or equivalent).

### Learning Outcomes

Upon completion of this course, students should be able to understand and apply the fundamental concepts and theories in microeconomics to the areas of the firm, strategic action, and management. The topics covered are listed in the course schedule below.

### Section Description

This section is online asynchronous. Student engagement will occur through a combination of recorded lectures, readings, short assignments, practice problems, blog posts, and examinations. Do not confuse a lack of dedicated class time with a lack of dedication: an asynchronous course still requires consistent and considerable engagement with the material.

## Course Components with Weighting

| Assignments                      | Weight     |
|----------------------------------|------------|
| Weekly Practice Problems         | 5%         |
| Short Assignments                | 10%        |
| Theory to Practice Blog Post (2) | 5% (each)  |
| Midterm Exams (best 2 out of 3)  | 20% (each) |
| Final Exam                       | 35%        |

## Grading Scale

| Grade | Score as % |
|-------|------------|
| A +   | 100 – 97%  |
| A     | 96 – 93%   |
| A -   | 92 – 90%   |
| B+    | 89 – 87%   |
| B     | 86 – 83%   |
| B-    | 82 – 80%   |
| C+    | 79 – 77%   |
| C     | 76 – 73%   |
| C-    | 72 – 69%   |
| D     | 68 – 60%   |
| F     | 59 – 0 %   |

## Textbook and Required Resources

- *Price Theory and Applications*, 7<sup>th</sup> ed. Hirshleifer et al. ISBN-13: 978-1107682382
- *Managerial Dilemmas*. Miller. ISBN-13: 978-0521457699
- *The Art of Strategy*. Dixit and Nalebuff. ISBN-13: 978-0393337174
- A subscription to MobLab Premium – See Blackboard for instructions
- Additional reading assignments will be posted through the Blackboard site and accessible through one of Mason’s Library Databases.

## Assignment Descriptions

### Practice Problems

Each content week, there will be practice problems available through MobLab. These problems are graded for participation only (full credit/completion, partial credit/completion, no credit/late or no submission). The feedback you receive is valuable to assess your own understanding of the concepts. The problems are due at noon on the due date assigned in the schedule and no late assignments will be accepted. The lowest two grades will be dropped from the final grade calculation.

### Short Assignments

In addition to the weekly assigned practice problems, there will be three short answer assignments. These will provide additional practice with the types of questions you are likely to see on the exam. While group collaboration is encouraged when answering these questions, each individual student must submit their own answers. All short assignments are submitted through Blackboard and are due at noon on the due date assigned in the schedule. No late assignments will be accepted.

### Theory to Practice Blog

You will be responsible for writing two blog posts and providing comments on at least five other posts throughout the course of the semester. For the post, you will need to summarize an article from approved sources and explain how it is related to the topics covered in the course. For a comment, you will need to add an additional insight from the article, raise a question, or locate and briefly summarize a related article. Blog posts should be 2-3 paragraphs long and blog comments should be 2-3 sentences long. You will be randomly assigned individual weeks (available on Blackboard) for blogging to ensure a steady pace of posts.

### Exams

Students will be expected to complete three exams. Exams will be administered via Blackboard, and the lowest scoring exam will be dropped from the final grade calculation. Students will have the duration of the exam week to take the exam, however once begun the exam must be completed in one timed sitting.

## Course Schedule

| Unit    | Topic                              | Reading Assignment   | Assignments Due         | Due  |
|---------|------------------------------------|--|-------------------------|------|
| Unit 1  | Competition                        | Hirshleifer Ch 6-7   | Moblab                  | 2/3  |
| Unit 2  | Monopoly                           | Hirshleifer Ch 8   | Moblab                  | 2/10 |
| Unit 3  | Game Theory                        | Hirshleifer Ch 10.1,<br>Dixit & Nalebuff Ch 2-4                  | Moblab                  | 2/17 |
| Unit 4  | Duopoly & Oligopoly                | Hirshleifer Ch 10.2-10.4   | Moblab, Short Answer #1 | 2/24 |
| Unit 5  | Exam Week                          | Review   | Midterm Exam #1         | 3/3  |
| Unit 6  | Auctions                           | Hirshleifer Ch 14.6,<br>Dixit & Nalebuff Ch 9                    | Moblab                  | 3/10 |
| Unit 7  | Uncertainty & Information          | Hirshleifer Ch 11,<br>Dixit and Nalebuff Ch 8,<br>Miller Ch 1    | Moblab                  | 3/17 |
| Unit 8  | Bargaining & Voting                | Dixit & Nalebuff Ch 11-12,<br>Miller Ch 2-3                      | Moblab, Short Answer #2 | 3/24 |
| Unit 9  | Exam Week                          | Review   | Midterm Exam #2         | 3/31 |
| Unit 10 | Horizontal & Vertical Dilemmas     | Hirshleifer Ch 13.2,<br>Miller Ch 4-5,<br>Dixit & Nalebuff Ch 13 | Moblab                  | 4/7  |
| Unit 11 | Hidden Action & Hidden Information | Miller Ch 6-7  | Moblab                  | 4/14 |
| Unit 12 | Cooperation & Leadership           | Miller Ch 9-11   | Moblab, Short Answer #3 | 4/21 |
| Unit 13 | Exam Week                          | Review   | Midterm Exam #3         | 4/28 |
| Unit 14 | Final Exam                         | Review   | Final Exam              | 5/10 |

Note: All assignments and exams are due at noon on the assigned day

## Important Dates

See <https://registrar.gmu.edu/calendars/spring-2021/> for other important academic and administrative dates.

## Course Policies

### Online Course Environment

This course will be offered as an online asynchronous course. Students will need to access this course's Blackboard site for reading assignments, lectures, and to upload assignments and exams. For individual conferences about grades, a phone conference or a web conference through the Blackboard site can be made available. For general questions about the course material, students are strongly encouraged to post questions to the "Ask the Instructor" discussion board on the course's Blackboard site.

### Technology Statement

This [link](#) provides information about the technology needed for this course. In addition, all students and faculty are expected to adhere to the University's commitment to responsible computing. Those responsibilities are listed [here](#).

### Communication:

Students must use their MasonLive email account to receive important University information, including messages related to this class. Students should expect a response within 48 hours Monday - Friday. Questions related to the course requirements should be posted to the "Ask the Instructor" discussion board.

### Make-Up Work:

Late work for practice problems, short assignments, and blog posts will not receive credit. The automatic dropping of low scores (as discussed above) will serve as universal insurance for any unexpected shocks that may occur during the semester.

### Honor Code:

Students are expected to abide by the Honor Code in its entirety in completing all requirements for this course. The Honor Code parameters will differ depending on the assignment and will be clearly explained for each assignment. If at any time you are unsure about the Honor Code implications for a particular assignment, ask for clarification.

### Important:

No person should be denied educational access because of a disability. If you are a student with a disability and you need academic accommodations, please see me and contact the Office of Disability Services (ODS) at 993-2474. All academic accommodations must be arranged through the ODS.