Economics 3125-090
Managerial Economics
Fall 2019
Wednesdays 5:30-8:15 pm
McEniry 117

Instructor: Kevin Lakey
Office: 218C Friday Building
E-Mail: klakey@uncc.edu
Office Hours: Wednesdays: 4:30pm – 5:15pm (and after class as requested)
Course Website: Canvas

Online Textbook (recommended): Managerial Economics by Matthew Metzgar. Hosted by TopHat. $61.00. (See end of syllabus for instructions to obtain textbook)

Prerequisites: ECON 2102, MATH 1120 or MATH 1241, STAT 1220, and INFO 2130.

You should be able to manipulate basic Calculus derivatives and Algebra problems

Smart Phones ARE REQUIRED for this class. We will be using the Poll Everywhere system to answer class participation questions and/or Homework questions. Each student is responsible for ensuring that their device has a sufficient charge prior to class. The school has paid for the Poll Everywhere License so there is NO CHARGE for the students.

NOTE: Photographing, Video Recording, and Audio Recording of Lectures is STRICTLY PROHIBITED. Lectures are the product and property of the Instructor. Your notes of the lectures, however, are your product and may be used/shared however you like.

Course Description: This course uses economic tools to analyze decisions managers make about their business. We consider economic decisions of particular interest to businesses, e.g., demand and estimation, cost analysis, and pricing policies. By further developing economic ideas introduced in your Principles of Microeconomics class, we analyze questions of the optimal level of production, pricing, and competitive positioning of the business.

Course Objectives: You will acquire a sophisticated knowledge of microeconomic tools and the ability to explain these tools in words, using graphs, and using mathematics. You will be able to apply this knowledge of microeconomics and the techniques acquired in this course and its prerequisite courses to recommend efficient managerial decisions.

Course Policies

Academic Integrity: Students have the responsibility to know and observe the requirements of The UNC Charlotte Code of Student Academic Integrity. (This code forbids cheating, fabrication or falsification of information, multiple submissions of academic work, plagiarism, abuse of academic materials, and complicity in academic dishonesty.) Any special requirements or permission regarding academic integrity in this course will be stated by the instructor and are binding on the students. Academic evaluations in this course include a judgment that the student’s work is free from academic dishonesty of any type; and grades in this course therefore should be and will be adversely affected by academic dishonesty. Students who violate the code can be expelled from UNC Charlotte. The normal penalty for a first offense is zero credit on the work involving dishonesty and further substantial reduction of the course grade. In almost all cases, the course grade is reduced to F. Copies of the code can be obtained from the Dean of Students Office. Standards of academic integrity will be enforced in this course. Students are expected to report cases of academic dishonesty to the course instructor.

Diversity: The Belk College of Business strives to create an inclusive academic climate in which the dignity of all individuals is respected and maintained. Therefore, we celebrate diversity that
includes, but is not limited to ability/disability, age, culture, ethnicity, gender, language, race, religion, sexual orientation, and socio-economic status.

**Attendance:** Attendance is **not** required for this class. However, attendance is strongly encouraged. While I will not reduce your final grade for low attendance, you will miss out on Participation Points (see Participation Points below). When missing class, students will be expected to obtain class notes and assignments from other students in the class. It is advised to exchange contact information early on with several of your classmates for this reason. Sorry but the instructor WILL NOT post or email lecture notes.

**Make-up work and late work:** There are NO makeup exams, homeworks, quizzes, or participation points except for students away representing the university. If you miss an exam (due to illness, family emergency, car trouble, or any other reason besides representing the university), plan to count the zero grade as your lowest exam score (See Grade Calculation Summary below)

**Contacting Instructor:** The best method of contacting me is by emailing me at klakey@unc.edu. I will do my best to respond within 24 hours. Also, I will have office hours in 218C of the Friday Building or the classroom at the times listed above.

**Inclement Weather:** In the event of inclement weather that closes the university the day of a scheduled test, the test is automatically rescheduled for the next class meeting. In the event of inclement weather, I will assess the safety of traveling to class and make an appropriate decision that balances safety and class obligations. I recommend that you do the same. If possible, I will make a posting on Canvas or email prior to the regular class time.

**Grading:**

**Please bring a calculator and at least (2) #2 pencils to every class as they will be required for taking exams and possibly pop quizzes**

**Tests and Final Exam:** There will be three regular exams (each counting 31% of final grade) and one **optional** cumulative final exam (see grade calculation). All exams will be cumulative but will concentrate on the more recent material. Exams will typically be comprised of multiple choice, problem solving, and graphing questions. When directed, all work must be shown and answered correctly to receive credit. There will usually be no partial credit for incorrect answers. Students should be prepared for the exams by bringing (2) #2 pencils and a calculator (**cell phones are not allowed to be used as calculators during exams or quizzes, unless specifically announced by me**). Please note, students are not allowed to leave the classroom and return during an exam, so please take care of personal business before entering the room for the exam. Students who arrive late for a regular exam and/or the final examination will be permitted to take the exam provided that no student has turned in their paper prior to the student’s arrival. Once a paper has been turned in, late arriving students will not be permitted to begin the exam. A student who begins an exam late will not be given extra time at the end of the regular test or examination period.

**Participation Points:** YOU MUST HAVE YOUR PHONE OR DEVICE TO QUALIFY FOR MOST PARTICIPATION POINTS. Participation points consist of In-class Poll Everywhere questions and will make up **7%** of your final grade. You will get one Class Participation Grade for each class based on the percentage of correct Poll Everywhere answers for that class. When determining your final Participation Points grade for the course, I will drop your (2) Lowest Poll Session scores.
**Homework:** Homework will be assigned but will not be collected or graded. I strongly encourage you to complete assigned homework.

**Bonus Points:** Bonus Points may (or may not) be offered and applied at the discretion of the instructor.

<table>
<thead>
<tr>
<th>Grade Calculation Summary:</th>
<th>Grading Scale:</th>
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<tbody>
<tr>
<td>Participation Points Grade</td>
<td>7%</td>
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<tr>
<td>Exam #1:</td>
<td>31%</td>
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<td>Exam #2:</td>
<td>31%</td>
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<tr>
<td>Exam #3:</td>
<td>31%</td>
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<tr>
<td>100%</td>
<td>0-59: F</td>
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**Grading Scale:**

- 90-100: A
- 80-89: B
- 70-79: C
- 60-69: D
- 0-59: F

**OPTIONAL Cumulative Final Exam**

The Optional Final Exam will replace **EITHER** your lowest Regular Exam Grade **OR** your Participation Points grade, whichever helps you the most. If the Optional Final Exam grade is lower than all other grades, it will not count. Therefore, the Optional Final Exam **CANNOT HURT** your Final Course Grade.

In other words, your Final Grade will be determined by whichever of the following three calculations brings you the highest final grade:

**Calculation #1:** *(Final Exam not taken or is lower than all other grades)*

Final Grade = (Exam#1 grade × .31)+(Exam#2 grade × .31)+(Exam#3 grade × .31)+(Participation grade × .07)

**Calculation #2:** *(Final Exam replaces Participation grade)*

Final Grade = (Exam#1 grade × .31)+(Exam#2 grade × .31)+(Exam#3 grade × .31)+(Cumulative Final Exam grade × .07)

**Calculation #3:** *(Final Exam replaces lowest Regular Exam grade)*

Final Grade = (Highest Regular Exam grade × .31) + (2nd Highest Regular Exam grade × .31) + (Participation grade × .07) + (Cumulative Final Exam grade × .31)

**Incomplete Grades (I):** A grade of Incomplete (I) may be given only under a strict definition of circumstances. A grade of (I) is reserved solely for instances where a student **who is otherwise passing the course**, cannot complete the assignments of the course **due to circumstances beyond his/her control**. This grade is rarely allowed and only with full and complete documentation of the circumstances.

**Note-taking Suggestions:** Note-taking is important to the active learning process. Most lecturing will be delivered using overhead projector presentations. To assist in efficient student note-taking, certain note-taking guide slides for each lecture will be posted on Canvas by 5 pm on the Tuesday prior to each class. **Be sure to check Canvas and email between 5 pm on Tuesdays and class time each week.** Suggestions from previous students include printing those slides using 3-hole punch printer paper and using a 3-ring binder to organize them with your lecture notes. Of course this is optional and you should use whatever note organizing system works best for you.

*UNC Charlotte is committed to access to education. If you have a disability and need academic accommodations, please provide a letter of accommodation from Disability Services early in the semester. You are encouraged to meet with me to discuss the accommodations outlined in your letter. For more information on accommodations, contact the Office of Disability Services at 704-687-0040 or visit their office in Fretwell 230.*
Tentative Course Outline and Schedule (i.e. Can and will likely change)

<table>
<thead>
<tr>
<th>Wednesday</th>
<th>8/21</th>
<th>Class Intro/Syllabus/Poll Everywhere Setup/Teaching Techniques/Math Review</th>
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<tbody>
<tr>
<td>Wednesday</td>
<td>8/28</td>
<td>Chapter 1 / Chapter 2</td>
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<tr>
<td>Wednesday</td>
<td>9/4</td>
<td>Chapter 2 / Chapter 3</td>
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<td>Wednesday</td>
<td>9/11</td>
<td>Chapter 3</td>
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<td>Wednesday</td>
<td>9/18</td>
<td>EXAM I / Chapter 4</td>
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<td>Wednesday</td>
<td>9/25</td>
<td>Chapter 4</td>
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<td>Wednesday</td>
<td>10/2</td>
<td>Chapter 5</td>
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<td>Wednesday</td>
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<td>Chapter 5 / Chapter 6</td>
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<td>Wednesday</td>
<td>10/16</td>
<td>Chapter 6</td>
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<td>Wednesday</td>
<td>10/23</td>
<td>EXAM II / Chapter 7</td>
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<td>Wednesday</td>
<td>10/30</td>
<td>Chapter 7</td>
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<td>Wednesday</td>
<td>11/6</td>
<td>Chapter 7 / Chapter 8</td>
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<td>Wednesday</td>
<td>11/13</td>
<td>Chapter 8</td>
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<td>Wednesday</td>
<td>11/20</td>
<td>EXAM III</td>
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<td>Wednesday</td>
<td>11/27</td>
<td>Thanksgiving Break - NO CLASS</td>
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<td>Wednesday</td>
<td>12/4</td>
<td>TBD</td>
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<tr>
<td>Wednesday</td>
<td>12/11</td>
<td>(OPTIONAL) Cumulative FINAL EXAM 5:00-7:30</td>
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Other Topics outside of the textbook will be included at discretion of Instructor

Other Important dates:
August 26th: Last day to drop/add w/ no grade via web. (Confirm via academic adviser and/or official University Calendar)
September 16th: Last Day to apply for December graduation
October 4th: Unsatisfactory grades due
October 21st Last day to withdraw from a class, subject to Withdrawal Policy (Confirm details via academic adviser and/or official University Calendar)

Poll Everywhere Links:
How do students login to Poll Everywhere to use a license?
https://spaces.uncc.edu/pages/viewpage.action?pageId=21008063
Poll Everywhere FAQs page. https://www.polleverywhere.com/faq#students
Note: As per the instructions, when signing up for Poll Everywhere or when signing in during class, make sure to use your UNCC email and credentials rather than a personal email such as email, etc.
The address to use when signing in during class on your computer or phone is: Pollev.com/kevinlakey428

Obtaining Online Textbook Instructions:
Click on or enter the following link and follow the instructions to join:
https://app.tophat.com/e/397494
Alternatively, go to www.tophat.com, click the “Sign Up” button in the top righthand corner, when prompted enter the “Join Code” as 397494 and follow directions from there.
If you need assistance call 1-888-663-5491 from 9:00am – 9:00pm or send an email to support@tophat.com

Syllabus Revised 8/19/19