MBAD 6112
The Economics of Business Decision Making
Spring 2021
This Course is Fully Online

Instructor: Ted Amato
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                   email: Ltamato@uncc.edu
Office Hours: T and R, 8:00-10:00 and T 4:30-5:30 (Available by email. We can talk by telephone by
                   request, please email to arrange phone conversation). I will also remain on Zoom after
                   class Tuesday to answer questions.

READ THE SYLLABUS
If you email a question covered in the syllabus, you will receive a one sentence response indicating that
the answer to your question is covered in the syllabus. It is best to email at ltamato@uncc.edu from your
UNC Charlotte gmail, Canvas email does not come to my regular email account,

Required Text: Hirschey, Mark, Managerial Economics, 12th Edition, Thomson/Southwestern
                   2009, ISBN=978-0-324-58886-6.

Course Description: The Economics of Business Decisions: Prerequisites: MBAD 5110 and MBAD
                   5141 or equivalents. Economic concepts in the decision making process. Topics
                   include scarcity, marginal analysis and tools of optimization; demand and supply
                   analysis and market structure; economic efficiency; regression analysis; risk
                   analysis and game theory and international economic issues.

Course Objectives: The objective of this course is to master basic microeconomic and econometric
                   concepts and apply these concepts to business decision problems.

   *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.*

   *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. For more information on accommodations, contact the Office of Disability Services at 704-
   687-0040 or visit their office in Fretwell 230.*

Fully Online Course:

This class is fully online. A Zoom session will be held each Tuesday night during our regular class time.
Material will be presented as close to a face to face lecture style as possible in an online environment.
Directions for logging onto Zoom will be sent via email prior to the first class. Zoom will be

accessed from the course Canvas page.

End of Chapter Problems: I will recommend problems in the back of each text chapter. I will not assign these as formal homework. I will be happy to work through problems from the text at the beginning of each class period at student request**.** If you are absent when a problem is initially covered in class, please contact me individually with questions regarding that particular problem. Repeatedly going over the same problem is not a good use of class time.

Attendance: A record will be kept of all students who log onto Zoom each week. While there are no formal attendance standards for the course, attendance will be considered in student assessments, particularly in marginal grade cases. I fully understand that working professionals may be required to miss a class or two due to work obligations.

Grading Basis and Examination:

Grades will be based upon three tests and group computer project. The tests and group project will be weighted as follows:

Test 1	30%
Test 2	30%
Group Project	10%
Test 3	30%

Letter grades are assigned as follows:

A	90-100
B	80- 89
C	70- 79
U	Below 70

Grades are rounded to the nearest whole percentage.

It is important to note that the university will not offer special grading policies (e.g. pass/fail) this semester.

Cumulative Final Exam Option:

Everyone must take test 3 which is administered during the final exam period. Students may elect to take a cumulative final examination with the option of improving their final grade one letter grade relative to the pre-exam grade with the pre-exam letter grade defined as the arithmetic average of the students two previous test scores (i.e. the pre-exam grade computation excludes the group project). The final exam consists of test 3 plus questions covering material from tests 1 and 2, Students exercising this option must perform at or above the mid-range of the higher grade level on every question on the exam (i.e. a student wishing to move from a B to an A must score 95% or better on every question, C to B 85% or better on every question and so forth). **Students who take the final exam must understand that the cumulative final will count toward the student's final grade regardless of whether the cumulative final raises or lowers the student's final grade.** If the score on the cumulative final is below the student's pre-exam average, the cumulative final will be treated as the students 3rd test score as outlined in the grading policies above.

Last Date of Attendance/Participation. The US Dept. of Education requires the Office of Financial Aid to determine if a student who receives financial aid and fails to earn a passing grade in a course has actually attended and/or completed the course. Students cannot receive (or will have to pay back) financial aid for a course they did not attend. If they attended part of the semester, the last date of attendance is used to determine how much financial aid the student will have to pay back. Faculty who report a grade of F or U must enter the last date of attendance/participation. For this course, last date of attendance will be determined by the last date that the student logged onto Canvas to attend a virtual class via Zoom.

Group Computer Project:

Students will work in teams of three or four students to complete a group regression project. You will be placed in an initial group through a random selection process. Students may request group changes for legitimate reasons such as works schedules or other schedule incompatibility. Students may not change groups simply to work with friends or with students from a prior semester. Topics are due in typed form February 2 prior to class submitted via Canvas. The topic proposal should include the group numbers names, the basic model to be estimated with dependent and independent variables clearly specified and the data source(s) to be used for collecting data. The computer project report is due at the beginning of class April 20 submitted via Canvas. **Projects will not be accepted late**. The computer project assignment is to develop and test a linear regression model using actual real world data covering a topic from economics or business that is of interest to the group. Students are to use Microsoft Excel to conduct the regression analysis. Data must allow at least thirty degrees of freedom and include at least two independent variables. The written report is limited to five double spaced pages in 10 point or larger font (excluding tables) plus the printout of the computer results.

Graduate students in business should be capable of and are expected to conceive their own topic. While I will provide some guidance, a major purpose of the project is for students to consider possible applications of the regression model and to conceive and specify a model. A link will included on Canvas with additional information regarding the project. To inhibit free-riding, an opportunity will be given for assessment of team members' (at the request of team members) performance at the completion of the group project. Team members accusing a fellow group member of free riding should prepare a written complaint which will be shared with the student(s) in question.

Missed Tests:

Students who know in advance that they must miss a test for work related reasons may take a test early at a mutually agreed upon time. It is expected, however, that students arrange their work schedule so as to minimize the need for early testing. Makeup tests are administered after the original test date only for extreme situations such as illness, death in the family etc. Determination of extreme circumstance is at the discretion of the instructor.

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 submission 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.

Title IX Reporting Responsibilities:

UNC Charlotte is committed to providing an environment free of all forms of discrimination and sexual harassment, including sexual assault, domestic violence, dating violence, and stalking. If you (or someone you know) has experienced or experiences any of these incidents, know that you are not alone. UNC Charlotte has staff members trained to support you in navigating campus life, accessing health and counseling services, providing academic and housing accommodations, helping with legal protective orders, and more.

Please be aware that many UNC Charlotte employees, including all faculty members, are considered Responsible Employees who are required to relay any information or reports of sexual misconduct they receive to the Title IX Coordinator. **This means that if you tell me about a situation involving sexual harassment, sexual assault, dating violence, domestic violence, or stalking, I must report the information to the Title IX Coordinator.** Although I have to report the situation, you will still have options about how your case will be handled, including whether or not you wish to pursue a formal complaint. Our goal is to make sure you are aware of the range of options available to you and have access to the resources you need.

If you wish to speak to someone confidentially, you can contact any of the following on-campus resources, who are not required to report the incident to the Title IX Coordinator: (1) University Counseling Center (counselingcenter.uncc.edu, 7-0311); (2) Student Health Center (studenthealth.uncc.edu, 7-7400); or (3) Center for Wellness Promotion (wellness.uncc.edu, 7-7407). Additional information about your options is also available at titleix.uncc.edu under the "Students" tab.

Course Outline

Jan 26	Calculas Techniques, Chapter 2, Lecture Notes

Feb 2   Demand Analysis, Chapter 4 Lecture Notes
         (Note: Students with weak backgrounds in economics should review chapter 3).
         (February 8-13 is spring break)

Feb 16   Demand Estimation, Chapter 5 Lecture Notes

Feb 23   Conclude Demand Estimation, Chapter 5

Mar 2   Test 1

Mar 9   Demand Forecasting, Chapter 6

Mar 16   Production Analysis, Chapter 7

Mar 23   Cost Analysis, Chapter 8

Mar 30   Competition Chapter 10, Monopoly/Monopsony, Chapter 12 (Delete Monopsony pp. 475-479)

Apr 6   **Test 2**

Apr 13   Imperfect Competition, Chapter 13, Lecture Notes

Apr 20   Game Theory, Chapter 14 (project due)

Apr 27   Pricing Practices, Chapter 15

May 4   Conclude pricing

Final Exam Period Exams are scheduled for May 7-13. The exact exam time will be communicated once the final exam scheduled is announced

The syllabus may be amended to address time constraints.