Instructor: Ted Amato
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Office Hours: 
**Main Campus:** T and R, 8:00-9:30
**Uptown Center:** T 4:30-5:30 immediately following MBA class


**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.*

**End of Chapter Problems:** I will recommend problems in the back of each text chapter, although 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 see me individually with questions regarding that particular problem. Repeatedly going over the same problem is not a good use of class time. For previous editions of the book the publisher made available a study guide including completed problems. I previously required the study guide as part of the course package. The publisher elected to not include the study guide in the package for this edition. **Students may find it beneficial to purchase a copy of the study guide from a previous edition via the internet.**

**Attendance:** A sign up sheet will circulate each week to record attendance. Signing the sheet for another student is a violation of the academic integrity code and will be prosecuted to the fullest extent permitted under the UNC-Charlotte academic code. 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. If your work schedule is likely to result in more than an absence or two, you may wish to consider taking this course another semester.

**Grading Basis and Examination:**

Grades will be based upon three tests and a 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.

**Third Test:** The third test will include optional sub-sections covering material included on the first and second tests. Students with low scores on either the first or second test may elect to complete one of the optional sections during the final exam period. **Students will not be permitted to complete both optional sections.** For students who elect to complete an optional section, the score for the relevant test will be determined as the average of the original test score and the optional section. For example, a student who scored 60 on the first test and scored 90 on the optional final exam section for test 1 would receive a test 1 grade of 75. It is important to note that once completed, the optional section will count toward the students’ final average regardless of whether it improves or lowers the final average.

**Group Computer Project:**

Students will work in teams of three or four students to complete a group regression project. You will self select team members during the first class. Topics are due in writing (hard copy) January 28. The computer project report is due in **hard copy format** at the beginning of class April 15. 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 student. 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. (This requirement may be waived by the instructor in special cases). The written report is limited to five pages (excluding tables) plus the printout of the computer results. Each individual student must also turn in a one page analysis of the project answering specific questions regarding the development of the model and interpretation of results. The individual questions will be provided when the approved project is returned to the group.

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. If I simply assigned projects, one of the most important benefits of the exercise would be lost. This is a course in economics for managers. To that end, projects that attempt to predict the winning percentage for a sports team are not germane to the course (unless you are majoring in a sports related field). To inhibit free-riding, an opportunity will be given for assessment of team member performance at the completion of the group project.

**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 and only for extreme situations such as illness, death in the family etc. Determination of extreme circumstance is at the discretion of the instructor.

**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 moodle prior to the regular class time.

**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.

**Course Outline**

Jan 14  Introduction to Managerial Economics, Chapter 1
Calculas Techniques,  Chapter 2, Lecture Notes

Jan 21  Demand Analysis, Chapter 4 Lecture Notes
*(Note: Students with weak backgrounds in economics may choose to review chapter 3).*

Jan 28  Demand Estimation, Chapter 5 Lecture Notes

Feb 4  Conclude Demand Estimation, Chapter 5

Feb 11  Demand Forecasting, Chapter 6

Feb 18  **Test 1**

Feb 25  Production Analysis, Chapter 7

Mar 4  **Fall Break No Class**

Mar 11  Cost Analysis, Chapter 8

Mar 18  Competition Chapter 10, Begin Monopoly Chapter 12

Mar 25  Monopoly/Monopsony, Chapter 12 (Delete Monopsony pp. 475-479)

Apr 1  **Test 2**

Apr 8  Imperfect Competition, Chapter 13, Lecture Notes

Apr 15  Game Theory, Chapter 14
*(Computer Project Due)*

Apr 22  Pricing Practices, Chapter 15

Apr 29  Conclude pricing
May 6  Final Examination, 5:30-8:30 pm

The syllabus may be amended to address time constraints.