

### COURSE INFORMATION

Course title:	Managerial Economics I	Credits:	1.5
Course code:	BAPA 550	Class location:	Zoom (see Canvas)
Session, term, period:	2020W Term 2 Period 1	Class times:	M W: 2-4pm, 4-6pm
Section(s):	001, 002	Pre-requisites:	n/a
Course duration:	Jan. 11 to Feb. 19, 2021	Co-requisites:	n/a
Division:	Strategy & Business Economics		
Program:	FT MBA		

### INSTRUCTOR INFORMATION

Instructor:	Isaac Holloway, Ph.D.	Office location:	<a href="#">Zoom Office</a>
Phone:	n/a	Office hours:	TBA and by appointment
Email:	<a href="mailto:isaac.holloway@sauder.ubc.ca">isaac.holloway@sauder.ubc.ca</a>		

### COURSE DESCRIPTION

The purpose of this course is to help students understand key ideas in microeconomics and how they can be applied to managerial business problems. The course develops capacity to analyze an organization's economic environment, to understand the constraints this environment places on the organization's pursuit of its goals, how these constraints may change with time, and to apply economic reasoning to internal decision making. The course will discuss the following topics:

- Market equilibrium; supply and demand.
- How do firms learn about demand and costs?
- How can firms price their products effectively?
- How do firms interact strategically with others?
- Decision-making under symmetric and asymmetric uncertainty
- How do firms and governments interact in the presence of environmental and other externalities and market failures?

### COURSE FORMAT

This course will comprise readings and Zoom lectures with discussion and exercises. Evaluation will entail online quizzes, a group essay assignment, and an online exam.

### LEARNING OBJECTIVES

After successfully completing this course, students should be able to:

1. Apply economic principles to solve a range of managerial problems;
2. Determine optimal production levels and prices for a profit-maximizing firm operating in different market structures, and explain the effect of market structure on the firm's potential profits;
3. Show how a firm with market power can use advanced pricing strategies to increase profit;
4. Use game theory to analyze strategic interactions among firms;
5. Understand how public policy can influence firm behaviour to correct for market failures;
6. Explain how information asymmetries can lead to market failure.

## ASSESSMENTS

### Summary

<u>Component</u>	<u>Weight</u>
Group project	20%
Quizzes (best 4 of 5)	40%
Final exam	40%
Total	<u>100%</u>

### Details of Assessments

#### Group Project (20%)

Group essays are intended to further your understanding of how firm behaviour is informed by economic principles and public policy in real-life applications. Essays will be written by teams of four students, who can collaborate on the research, discussion, and writing. I will form teams on Canvas. Each essay is limited to 1500—1800 words (plus figures and references). Teams may propose essay topics that are subject to review and approval by the instructor.

Grades will be based on the economic content, the quality of the analysis, and the quality of communication. Grades will be out of 20 points. Additional instructions will be made at the time of the assignment.

#### Quizzes (40%)

There will be five online quizzes, to be completed after each week. The quizzes will be worth 10% each and will be based on only the material covered in the preceding week. Students' top four quiz scores will count, while the lowest quiz score will be discarded.

#### Final Exam (40%)

The final exam will include both quantitative and qualitative questions. It will consist of multiple choice and short-answer questions. Partial credit will be granted for answers to the short-answer questions that show evidence of learning even if the answer is incorrect or incomplete.

## LEARNING MATERIALS

**Required:** All readings will be available on Canvas at no cost. There will be a mix of textbook, lecture note, and applied readings. The textbook readings are excerpted from:

- (i) Jeffrey M. Perloff and James A. Brander: *Managerial Economics and Strategy*, 2<sup>nd</sup> edition, Pearson, 2017;
- (ii) James A. Brander: *Government Policy Toward Business*, 5<sup>th</sup> edition, Wiley, 2014.

Additional materials recommended but not required:

1. **Optional free online textbook:** [Openstax: Principles of Economics 2e](#)  
 Week 1: [Supply and Demand](#)  
 Week 2: [Elasticity](#) and [Monopoly](#)  
 Week 5: [Asymmetric Information](#) and [Externalities](#)

2. **Optional videos:** [Marginal Revolution University Principles of Economics: Microeconomics](#)  
I recommend viewing the videos and completing the short set of practice questions

**Optional viewing before Week 1**

Chapter 1: Supply and Demand ~70 minutes

The Demand Curve: 3:30  
The Supply Curve: 2:54  
The Equilibrium Price and Quantity: 4:50  
A Deeper Look at the Demand Curve: 7:47  
The Demand Curve Shifts: 14:00  
A Deeper Look at the Supply Curve: 7:30  
The Supply Curve Shifts: 12:15  
Exploring Equilibrium: 5:35  
Does the Equilibrium Model Work?: 8:00  
Supply and Demand Terminology: 3:55

**Optional viewing before Week 2**

Chapter 3: Elasticity ~40 minutes

Elasticity of Demand: 13:36  
Calculating the Elasticity of Demand: 15:52  
Office Hours: Elasticity of Demand: 4:22

Chapter 11: Monopoly ~30 minutes

Maximizing Profit Under Monopoly: 11:10  
Office Hours: Calculating Monopoly Profit: 5:48  
The Monopoly Markup: 8:54

**Optional viewing before Week 3**

Chapter 12: Price Discrimination ~40 minutes

Introduction to Price Discrimination: 9:40  
The Social Welfare of Price Discrimination: 8:03  
Bundling: 15:28

**COURSE-SPECIFIC POLICIES AND RESOURCES**

*Missed or late assignments, and regrading of assessments*

Late submissions will not be accepted and will receive a grade of zero.

*Academic Concessions*

If extenuating circumstances arise, please contact the RHL Graduate School program office as early as reasonably possible, and submit an [Academic Concession Request & Declaration Form](#) <https://webforms.sauder.ubc.ca/academic-concession-rhlee>. If an academic concession is granted during the course, the student will be provided options by RHL, or by the instructor in consultation with RHL, per [UBC's policy on Academic Concession](#).

## POLICIES APPLICABLE TO COURSES IN THE ROBERT H. LEE GRADUATE SCHOOL

### *Attendance*

Excepting extenuating circumstances, students are expected to attend 100% of their scheduled class hours. Absent students limit their own academic potential, and that of their classmates, and cause unnecessary disruption to the learning environment. Students missing more than 20% of the total scheduled class hours for a course (including classes held during the add/drop period) without having received an academic concession will be withdrawn from that course. Withdrawals, depending on timing, could result in a “W” or an “F” standing on the transcript.

### *Punctuality*

Students are expected to arrive for classes and activities on time and fully prepared to engage. Late arrivals may be refused entry at the discretion of the instructor or activity lead. Students arriving later than halfway through a scheduled class will be treated as absent for that class.

### *Electronic Devices*

During online lectures, students are not permitted to use any electronic devices other than the primary one used for attending the online lecture (e.g. laptop or desktop). Only Zoom should be open during the online lecture unless an instructor advises the use of another program/website for an in-class activity. Feedback from students indicates that personal devices are the number one distraction from effective learning and participation in the online learning environment.

### *Citation Style*

Please use the American Psychological Association (APA) reference style to cite your sources.

Details of the above policies and other RHL Policies are available at:

<http://www.calendar.ubc.ca/vancouver/index.cfm?tree=12,199,506,1625>

## UNIVERSITY POLICIES AND RESOURCES

UBC provides resources to support student learning and to maintain healthy lifestyles but recognizes that sometimes crises arise and so there are additional resources to access including those for survivors of sexual violence. UBC values respect for the person and ideas of all members of the academic community. Harassment and discrimination are not tolerated nor is suppression of academic freedom. UBC provides appropriate accommodation for students with disabilities and for religious observances. UBC values academic honesty and students are expected to acknowledge the ideas generated by others and to uphold the highest academic standards in all of their actions. Details of the policies and how to access support are available on the UBC Senate website at <https://senate.ubc.ca/policies-resources-support-student-success>.

## RESPECT FOR EQUITY, DIVERSITY, AND INCLUSION

The UBC Sauder School of Business strives to promote an intellectual community that is enhanced by diversity along various dimensions including status as a First Nation, Metis, Inuit, or Indigenous person, race, ethnicity, gender identity, sexual orientation, religion, political beliefs, social class, and/or disability. It is critical that students from diverse backgrounds and perspectives be valued in and well-served by their courses. Furthermore, the diversity that students bring to the classroom should be viewed as a resource, benefit, and source of strength for your learning experience. It is expected that all students and members of our community conduct themselves with empathy and respect for others.

### *Academic Integrity*

The academic enterprise is founded on honesty, civility, and integrity. As members of this enterprise, all students are expected to know, understand, and follow the codes of conduct regarding academic integrity. At the most basic level, this means submitting only original work done by you and acknowledging all sources of information or ideas and attributing them to others as required. This also means you should not cheat, copy, or mislead others about what is your work. Violations of academic integrity (i.e., misconduct) lead to the breakdown of the academic enterprise, and therefore serious consequences arise and harsh sanctions are imposed. For example, incidences of plagiarism or cheating may result in a mark of zero on the assignment or exam and more serious consequences may apply if the matter is referred to the President's Advisory Committee on Student Discipline. Careful records are kept in order to monitor and prevent recurrences.

### ACADEMIC FREEDOM AND STUDENTS STUDYING FROM OUTSIDE CANADA

During this pandemic, the shift to online learning has greatly altered teaching and studying at UBC, including changes to health and safety considerations. Keep in mind that some UBC courses might cover topics that are censored or considered illegal by non-Canadian governments. This may include, but is not limited to, human rights, representative government, defamation, obscenity, gender or sexuality, and historical or current geopolitical controversies. If you are a student living abroad, you will be subject to the laws of your local jurisdiction, and your local authorities might limit your access to course material or take punitive action against you. UBC is strongly committed to academic freedom, but has no control over foreign authorities (please visit <http://www.calendar.ubc.ca/vancouver/index.cfm?tree=3,33,86,0> for an articulation of the values of the University conveyed in the Senate Statement on Academic Freedom). Thus, we recognize that students will have legitimate reason to exercise caution in studying certain subjects. If you have concerns regarding your personal situation, consider postponing taking a course with manifest risks, until you are back on campus or reach out to your academic advisor to find substitute courses. For further information and support, please visit: <http://academic.ubc.ca/support-resources/freedom-expression>

### COPYRIGHT

All materials of this course (course handouts, lecture slides, assessments, course readings, etc.) are the intellectual property of the instructor or licensed to be used in this course by the copyright owner. Redistribution of these materials by any means without permission of the copyright holder(s) constitutes a breach of copyright and may lead to academic discipline and could be subject to legal action. Any lecture recordings are for the sole use of the instructor and students enrolled in the class. In no case may the lecture recording or part of the recording be used by students for any other purpose, either personal or commercial. Further, audio or video recording of classes are not permitted without the prior approval of the Instructor. Students may not share class Zoom links or invite others who are not registered to view sessions.

### ACKNOWLEDGEMENT

UBC's Point Grey Campus is located on the traditional, ancestral, and unceded territory of the x<sup>w</sup>məθk<sup>w</sup>əyəm (Musqueam) people, who for millennia have passed on their culture, history, and traditions from one generation to the next on this site.

### ONLINE TEACHING TOOL & REQUIREMENTS

This course will be taught using Zoom for synchronous classes and office hours.

To help replicate the classroom experience, make sessions more dynamic and hold each person accountable, both students and instructors are required to have their cameras on during Zoom sessions. Students who require an accommodation with regard to the “camera on” requirement must contact their instructors in advance of the first class to discuss options. As professional graduate students, students are expected to conduct themselves professionally by joining sessions on time, muting mics when not speaking, refraining from using any other technology when in-session, attending in business casual dress (at a minimum), and participating from a quiet environment. Content from synchronous sessions will be selectively recorded per instructor discretion and made available to students on Canvas for a maximum duration of the course length. This is done to allow students the opportunity to return to lecture content to solidify learnings.

### COURSE SCHEDULE

Session	Topic (all classes are 100% synchronous)	Readings	Assessments due
1 – Jan 11	Economics, Models, Supply & Demand	-P/B Chapter 2	
2 – Jan 13	Supply & Demand Equilibrium	-P/B Chapter 2	Quiz 1 due Jan 15
3 – Jan 18	Elasticity and Monopoly Pricing	-Elasticity and Monopoly Notes -Soda Tax article	
4 – Jan 20	Demand Discovery	-The Price is Right, or Is It? -How to Get the Price Right	Quiz 2 due Jan 22
5 – Jan 25	Price Discrimination	-P/B Chapter 10.1-10.4 -A Special Price Just For You	
6 – Jan 27	Advanced Pricing Strategies: Two-Part Tariffs, Bundling, and Dynamic Pricing	-P/B Chapter 10.5-10.7 -Why Surge Prices Make Us So Mad	Quiz 3 due Jan 29
7 – Feb 1	Game Theory and Business Strategy	-Game Theory Lecture Notes	
8 – Feb 3	Game Theory and Business Strategy	-Game Theory Lecture Notes -Big Pharma Pay for Delay/Price Fixing	Quiz 4 due Feb 5
9 – Feb 8	Risk Preferences and Asymmetric Information	-Information and Asymmetry: Secrets and Agents	
10 – Feb 10	Externalities and Environmental Economics	-Brander Chapter 9 -Applied reading TBA	Quiz 5 due Feb 12 Essay due Feb 13
Feb 15 – 19	Final Exam Week		Exam day/time TBA

P/B: Perloff-Brander

All deadlines 11:59pm Vancouver time on due date