

Professor Haideh Salehi-Esfahani

Office: Savery 357

Office Hours: T and Th: 11 am-12 noon, F: 10-11 am (Office hours will be conducted on Zoom)

Email: [haideh@uw.edu](mailto:haideh@uw.edu)

## Please read the following carefully

**Overall Description of the Course:** Economists in general agree with the following proposition: economics is not a field of study of something particular. Rather, it is a set of tools and concepts that can be applied to understand a great number of phenomena in the economic and social sphere. We use the tools of the science of economics to study why things are and how they change when a relevant factor or force — that shapes the phenomenon under study—changes. As you read the assigned textbook for this course, attend the lectures and quiz sections, and **most importantly, practice applying the analytical tools of economics**, you will find great insights into the workings of the economy and the amazing system of coordination which regulates our everyday life. You will be able to analyze and explain a great number of interesting and important economic as well as social issues in our world. Many of these issues—part of the “conventional wisdom” believed by many—are re-examined from an in-depth and insightful perspective. As the meaning and purpose of higher education go, this should be truly a *higher* education experience!

## Student Learning Goals:

The goals for your learning fall into a couple of categories:

### 1. Fundamental Knowledge

- Understand and be able to use microeconomic terminology
- Explain how the highest-valued alternative foregone is the opportunity cost of what is chosen
- Explain how individuals and firms make themselves as well off as possible in a world of scarcity
- Analyze how prices inform the decisions about which goods and services to produce, how to produce them, and who gets them
- Analyze how government policies and different institutional arrangements affect the allocation of resources in an economy

### 2. Application

- Use microeconomic principles to understand and explain economic events and other social phenomena
- Critique the economic content of articles or presentations
- Appreciate the usefulness of economic reasoning in personal decision making

## Our respective responsibilities:

**Your Instructor:** my responsibilities include clear explanations of concepts and tools, inspiring and motivating you to want to master the tools and concepts that aid you to gain insight into the workings of the economy and the society you live in, and provide a clear set of expectations for your performance. I will also supervise the TA team.

**Your TAs:** review concepts and tools through solving problems with you in quiz sections, and review and discuss test questions. Your TAs also grade the various quizzes and the first and second exams. To preserve consistency in grading, our TA team will collectively establish the grading points for each test.

**You:** Learning the economic way of thinking is a demanding undertaking. This discipline requires at least 3 sets of skills from students. You need to: **i)** learn new concepts, vocabulary and essentially the language of economics. **ii)** learn to use abstract tools to model human economic behavior and **iii)** learn to apply those tools to understand the likely consequences of various forces (government policies as well as other economic, social, and natural events). As such, applying the tools of economic analysis and ultimately learning the economic way of thinking requires a lot of practice. It is a great idea to form an online learning group (2-4 members) among peers in your quiz section to discuss the material of the course and/or do practice problems together. **Please do not address the problems in your head only. Rather, use the concepts you learn plus the reasoning process to write out the solutions in full. The analysis uses graphs and essay writing, and it also uses a basic level of calculus and arithmetic. You should also write out some explanations about your graphical and mathematical solutions.**

It is very important to check the course website regularly. Please note that all the material that is additional to your textbook readings, as well as practice questions and answer keys for quizzes and exams, are or will be posted on the course website. **For the online instruction this quarter, we have pre-recorded Panopto lecture videos (from Econ 200A-Fall 2019) for you to view and work with. These are the same material as the content material for our Spring course. I will also have shorter synchronous (live) Zoom Lectures 9:05-9:50 am-- Pacific Time on T and Th. I will try to record also these lectures and upload them on Canvas.** The agenda and summary notes for each lecture session are also posted on the course website (under *Files* and then *Session Notes*) and it is your responsibility to look them up. If you are unsure about the date of a quiz or have other questions regarding the course material, please refer them to your peer group and seek help there first before emailing your TA. For date of the next quiz and practice questions, please go to the syllabus (page 4 of this document) or the Announcements on Canvas.

For best results regarding your learning process and your grade, you need to engage in effective and active studying throughout the quarter (**never cram for an econ test!**). To give you an idea about how much time resources you will need, for every hour of lecture or quiz section, you should plan on spending at least two and a half hours of *effective* studying/problem solving with your peer group or by yourself. This implies that you will need at least about 12 hours of effective studying outside of the online lectures/quiz sections each week to understand and master the approach and be able to adequately address issues in principles of microeconomics. Ideally, you want to spend about 70% of your study time—outside of the online lectures and quiz sections-- doing the practice problems carefully and writing solutions in full. The remaining 30% or so of your time can be allocated to reading and reviewing the concepts. Students should read the text prior to viewing the Panopto videos or attending each online Zoom lecture. For a quick guide on how to succeed in the course please refer to the heading “How to Study Effectively” on page 8 of this syllabus.

Below you will find information on the various ways your learning will be evaluated. For the online quizzes and the first and second exams, your exam will consist of non-multiple choice analytical, “story” problems, similar to the end of chapter problems in the text. You will be asked to analyze the effect of a change in a price, changes in other market forces, the imposition of a government tax or subsidy, etc., using both graphs and analytical explanations in written form under Quizzes in Canvas. We will also use a minimal amount of calculus and some arithmetic. **Your grade from a quiz or an exam depends on the quality of your answer.** That is, your grade will be determined based on your use of an appropriate conceptual framework and the precision of your logical explanation and conclusion. A small part of the grade is allocated to correct use of grammar and composition. For examples of good versus mediocre answers to a few questions, please see “*Questions with model answers- Econ 200*” on the course website – on the homepage and also under *Files*.

Your TAs and I are the happy facilitators in your learning process. Having established the set of responsibilities for your optimal learning experience, as your teaching team, we accept and honor your personal choice of time and effort you devote to this class. In line with the “postulates of behavior” we will learn in Chapter 2, we realize that you make your decisions about your level of engagement and effort in this class based on the desire to maximize your net gains! That is, your time and effort face competing interests and you will make choices that maximize your net benefits (be it grade and/or satisfaction, or whatever else that constitutes your motivation for taking this and other courses). As such, we realize that as rational and informed decision makers, you will accept the consequences of your choices regarding your level of effort devoted to this course. Of course, if circumstances beyond your choice and control materialize (such as a sudden illness, an accident, etc.) that derail you from studying or taking a test on time, you have the responsibility of informing your TA as soon as possible. Your TA and I will then try to help you to the best of our ability. Please read the section on make-up exams on page 6 of this syllabus. Of the 6 quizzes in this course, you can drop one worst quiz and we’ll take grades for the 5 other quizzes and count them toward your course grade (please see the section on grading on page 6).

**Textbook and Related Reading Material:** Our main textbook is Principles of Microeconomics (7<sup>th</sup> ed.), by Eugene Silberberg and Gregory Ellis (published by Pearson Custom Publishing, 2013) **with MyEconlab**. The ISBN for the text plus My Econlab is: 9781269440158. I would also recommend a cartoon text by Yoram Bauman and Grady Klein, *The Cartoon Introduction to Economics: Volume 1- Microeconomics*, (published by Hill and Wang, 2010) and *Freakonomics, A Rouge Economist Explores the Hidden Side of Everything*, by Steven Levitt and Stephen Dubner (published by Morrow, 2005). If you like to purchase an earlier edition of the textbook that is fine too. The one drawback of an earlier edition is that it may exclude some of the additional problems at the end of chapters that have been added to the latest edition. Also if you buy the text second hand, you would have to purchase the access to MyEconlab separately (access to MyEconlab plus the e-book is priced at \$82.50, I believe). Please visit MyLab and Mastering tab on the Canvas course website—on left hand side of the webpage.

### **The CLUE (Center for Undergraduate Learning and Enrichment) Program:**

Econ 200 is part of the CLUE Program on campus. The CLUE evening study sessions provide extra educational support for students. I believe this extra support for you will also be available online. The CLUE dates and times for Econ 200A will be announced on CLUE website. The CLUE schedule online is at: <http://webster.uaa.washington.edu/asp/website/get-help/clue/home/>

## Topics and Chapters:

1. Introduction to economics and the concepts of scarcity and opportunity cost including some examples and applications. Chapter 1
2. The postulates of human (individual) behavior and concepts of **marginal** value and demand, including some examples and applications. Chapter 2
3. Applications of the theory of demand: relative versus absolute prices and the concept of elasticity. Includes various applications of the law of demand. Chapter 3
4. Gains from exchange and derivation of the supply behavior. Includes examples and applications. Chapter 4
5. Analysis of the market (the realm where supply and demand interact) and changes in the market outcomes as forces affecting demand and/or supply change. Includes applications to the incidence of tax/subsidy and also shortages and surpluses. Chapter 5
6. Costs and production: The concepts of increasing **marginal** cost and economic efficiency. Includes examples and applications. Chapter 6
7. The Law of Diminishing **Marginal** Returns in Production, demand for factors of production and the importance of the system of property rights. Includes examples and applications. Chapter 7

## Evaluating student learning:

- **Know Your Syllabus:** This is an online multiple choice assignment and it tests you on your knowledge of the important aspects of the course and the ways your learning will be evaluated. There are 7 multiple choice questions in this assignment and you have 5 minutes to complete it. It is open on March 31, 12 noon and is due on Thursday, April 16, 11:59 pm. The grade for this assignment counts toward **0.5% of your course grade**.
- **Online Quizzes:** There will be 6 online quizzes proctored by your TAs and I via Zoom on Tuesdays during our regularly scheduled lecture time. **Each quiz starts at 8:35 (Pacific Time) and ends at 9:01 but you need to be present by Zoom at 8:30 am so our TAs can check that you are there and have only a simple calculator with you.** Each quiz consists of 2 or 3 non-multiple choice questions. The maximum grade for each quiz is 30. We drop your worst quiz grade and count the rest for **30% of your course grade**. The answer key for each quiz will be on the course website by the afternoon of Tuesday that you take the quiz. Quizzes are non-comprehensive. Quizzes are held on the following dates:

Online Quiz # 1: Tuesday, April 7, 8:35-9:01 am-- Pacific Time

Online Quiz # 2: Tuesday, April 14, 8:35-9:01 am-- Pacific Time

Online Quiz # 3: Tuesday, April 21, 8:35-9:01 am-- Pacific Time

Online Quiz # 4: Tuesday, May 12, 8:35-9:01 am-- Pacific Time

Online Quiz # 5: Tuesday, May 19, 8:35-9:01 am-- Pacific Time

Online Quiz # 6: Tuesday, May 26, 8:35-9:01 am-- Pacific Time

- **Homeworks from MyEconlab:** There will be a set of multiple choice questions titled "homeworks" (HWs) assigned from MyEconlab. These will be assigned approximately weekly and will be automatically graded in MyEconlab and then transferred to Canvas Gradebook. The questions in this type of assignment check your understanding of the concepts and on some occasions ask you to analyze a problem using the concepts you have learned. You have 1 attempt per question. **Your Homework will be collectively worth 14.5% of your course grade.** The grade for the first HW, HW 1,

will not count as part of your course grade. This first HW will act as a practice run. All HWs will be due at 1 pm-- Pacific Time on Mondays. Late HW will receive a zero grade.

- **Exams:** There will be two exams, the First Exam and the Second Exam. Both tests will be conducted online and will be proctored by your TAs (and I) using Zoom. The First Exam covers material from the beginning of the quarter to Tuesday, April 28. The Second Exam will test you on the material from Tuesday, May 5 to Tuesday, June 2. Each test consists of 5 -7 non-multiple choice questions. You may need a calculator for some of the questions on your quizzes/tests (no additional electronic equipment-- besides your laptop to take the test and a simple calculator-- are allowed). Please bring a simple 4-function or a scientific calculator to all your quizzes and exams. Graphing calculators are not allowed in any of the exams in this course. **Your First and Second Exams are collectively worth 55% of your grade. (The First Exam is worth 25% and the Second Exam is worth 30%).**

Your **First Exam** is held on Thursday, April 30, 8:35-9:50 am online (Canvas quiz) and will be proctored by our teaching team via Zoom. **You need to be present on Zoom at 8:30 am -- Pacific Time.**

Your **Second (and last) Exam** is held on Thursday, June 4, 8:35-9:50 am online (Canvas quiz) and will be proctored by our teaching team via Zoom. **You need to be present on Zoom at 8:30 am-- Pacific Time.**

There is no online class, quiz section, or exam after June 4.

The Schedule of Readings, the in-class exam dates, and the list of problems from the textbook for Econ 200:

Week	Chapters	Exams and list of Practice Questions
Week 1	1 and 2, sections 2.1-2.3	N/A Ch. 1: "Review Questions" nos. 1,2, 4, and 5 and "Problems" 1-12, 14, 19 and 20. Ch. 2: "Review Questions" 2-6 and "Problems" 1-6, 15-16, 18, 25
Week 2	2 to the end and 3, sections 3.1-3.2	Quiz 1 (on Canvas) on Tuesday, April 7—practice questions for Quiz 1 are in the cell above (Week 1) Ch. 2: "Review Questions" 2-8 and "Problems" 1-6, 8-9, 12-18, 20, 21, 23, 27-32
Week 3	3 to the end and 4, section 4.1	Quiz 2 on Tuesday, April 14-- practice questions for Quiz 2 are in the cell above (Week 2) Ch. 3: "Review Questions" no. 1-9 and "Problems" nos. 1, 3, 4-7, 9-30.
Week 4	4 to the end	Quiz 3 on Tuesday, April 21 -- practice questions for Quiz 3 are in the cell above (Week 3)

		Ch. 4: “Review Questions” 1-6, and 8, and “Problems” 1 – 2, and 3 (part a.), 4-12
Week 5	Review for the First Exam	First Exam on Thursday, April 30, 8:35- 9:50 am Pacific Time— (present by Zoom at 8:30) Practice Questions: All the previously assigned questions (complete set of practice Qs under <i>Announcements</i> on the website) and a set of <i>Practice Questions for the First Exam</i> on the course website.
Week 6	5 sections 5.1-5.3	N/A Ch. 5: “Review Questions”: nos. 1-4 and “Problems” nos. 1-14 and 16-18, 29, 32, 34, and 36.
Week 7	5 to the end and 6, sections 6.1-6.3	Quiz 4 on Tuesday, May 12 -- practice questions for Quiz 4 are in the cell above (Week 6). Also relevant are Readings 10-20 under <i>Files</i> and then <i>Readings</i> on the course website. There is (are) relevant question(s) in each reading on the analysis of interrelated markets and the effects of taxes) Ch. 5: “Review Questions”: Nos. 5-6, and 19-25, 30-31, 35; Chapter 6: “Review Questions” nos. 1-2 and “Problems” nos. 2, 3, 5, 8, 14, 18, and 19, 24.
Week 8	6 to the end and 7, sections 7.1-7.3	Quiz 5 on Tuesday, May 19 -- practice questions for Quiz 5 are in the cell above (Week 7). Also relevant are Readings 21-27 under <i>Files</i> and then <i>Readings</i> on the course website. There is (are) relevant question(s) in each reading on the analysis price ceilings and price floors.) Ch. 6: “Review Questions” nos. 3-6 and “Problems” nos. 6-7, 10, 13, 14, 16, 18-20, 25 (parts a. and b. of no. 25), and 26 (parts a. and b.). Chapter 7: “Review Questions” no. 1. Also, Problems 1-2 and 3a. from, “Some Extra Questions for

		Ch. 7" under <i>Files</i> and then <i>Practice Questions for Exams</i> on the course website.
Week 9	7 to the end	Quiz 6 on Tuesday, May 26 -- practice questions for Quiz 6 are in the cell above (Week 8). Ch. 7: "Review Questions": nos. 2-5 and "Problems" nos. 1-5, 8-9, 11-12, 14-15.
Week 10	Review for the Second Exam	Second Exam on Thursday, June 4, 8:35- 9:50 am Pacific Time— (present by Zoom at 8:30) Practice Questions: All the previously assigned questions (mainly from chapters 5-7) and a set of <i>Practice Questions for the Second Exam</i> on the course website.

### Grading and the grade scale:

In calculating your course grade we will drop your lowest individual quiz grade and count the rest towards your grade.

The grades in this class are not curved. Rather, there is a (preliminary) grade scale on the basis of which we determine course grades. The grading policy of the Department of Economics sets the upper boundary for the Median grade in principles of economics courses at 3.1. We will maintain a median grade for this course in the 2.8-3.1 range. If the median grade for the course happens to be outside of 2.8-3.1 range on the preliminary grade scale, we will adjust the grade scale accordingly. You can find the (preliminary) grade scale for econ 200 on the course website.

**Make-up Exams:** We will take the best 5 quiz grades and count them towards your course grade. Therefore, any one quiz you miss, that would be the one you drop. If you miss another quiz in addition to the one you already missed, **and** present a doctor's note in reference to that quiz, we will take the average of your other quizzes and enter that average for your second missed quiz—at the very end of the quarter. If you are going to miss more than 2 quizzes for medical reasons, please email both your TA and I and we will try to help. We require documentation from the clinic that verifies that you are unable to attend and complete your online quiz. Please note that we will require both the phone number and address of the doctor/clinic in order to verify the authenticity (as well as the date) of the documentation you provide. For the First Exam, we will write an online make-up with proper documentation from a clinic or a doctor. There is no make up for the Second Exam. If you miss the Second Exam **and** have a legitimate reason with documentation, you may earn an *incomplete* grade for this course. Otherwise you will receive a grade of zero if you miss the Second Exam. In that case, we submit your course grade incorporating the zero grade you have earned in the Second Exam.

### How to study effectively:

- a. Read the relevant parts of chapter(s) carefully before each lecture. Try to get a good idea of both the questions asked and the approach (the concepts and the reasoning process) to addressing the questions in the textbook.

- b. Print the Session Notes for each Zoom lecture (and/or the Panopto videos) or access it on your laptop during the lecture. The Session Notes are in Word form so you can easily change the margins or make more space in there to add your own notes during our Zoom lecture sessions. The pre-recorded Panopto lectures are a little more explanatory and the material will be the same as Zoom lecture, but the Panopto recordings may entail more detailed explanations.
- c. After the lecture, attempt the problems and make sure you fully write down the answer to each question using the relevant concepts (including the graphical analysis) and the **reasoning process** you have learned. In order to successfully answer a question, ask yourself the following: i) what does the question want me to address? ii) What relevant information does the question provide? iii) How do I go from the given information to the answer? You want to use the concepts and tools for thinking—that you have learned—to answer the question.

**Note 1:** The best way to receive a good grade in this course is for you to cultivate a desire for practicing the economic way of thinking and do the problems for each chapter/week regularly.

The less effective way of getting a good grade is to make your primary incentive for studying the material earning a good grade. Students who desire to learn and do the problems and exercises thoughtfully, will generally also receive good grades. Those who just learn enough to get a good grade may commit short cuts just to earn a grade and their grades usually do not live up to their expectations. These students may finish the quarter disappointed with their grades.

**Note 2:** There will be no extra papers, assignments, or other ways for you to increase your grade anytime during or after the quarter. In case you aim for a certain grade, in order to prevent the chance of a disappointingly low grade, you should aim about a 0.4 grade higher than the minimum grade you desire. For example, if you want to make sure you receive a 3.0 in this class please aim for at least a 3.4. We have no policy of assigning extra work in order to increase a grade you are not happy with once you commit yourself to attending and completing this course.

**Note 3:** We will not weigh any of your tests in a different manner from the general rule. [We sometimes encounter this type of request after the first exam.] Please do not ask us to possibly weigh some of your tests more or less.

---

### **IMPORTANT--Exam Taking Rules:**

1. You need to find a quiet place with good internet access and (and preferably no background noise).
2. The room where you sit to take your test needs to have sufficient light so we can see you on Zoom.
3. You need to have a webcam on your computer/laptop. Please also close all other browsers and applications other than the ones you need to use for your test (you need Zoom and Canvas).
4. Make sure your computer is up to date with its updates (or turn off automatic updates to make sure you are not interrupted during test).
5. **Please learn and practice to draw graphs in Word or another application that you can simply copy and paste or upload into a Canvas quiz.** Some of the quizzes and our main exams will require you to draw graphs and upload them.
6. No hats with visors are allowed during exams. Wearing of sun glasses or dark glasses is also not allowed.
7. Only a simple calculator is allowed and you need to show it to the proctor (TA) before the test starts.



8. You will have to take your quiz in one continuous session. You need to be visible via camera at all times during exam.
9. No notes, books, or other electronic equipment besides your tablet, or laptop, or desktop computer (used for taking your test) are allowed during exams.

---

## Academic Honesty

1. Exams are individual work and cheating will not be tolerated. If a student is seen committing this act, they will be referred to the Office of Student Conduct on campus for a hearing. Cheating of any kind may result in expulsion from the University. The Department will follow University policy in case of academic misconduct. I strongly recommend that you review the Dept. of Economics policy at:

<https://econ.washington.edu/policy-academic-conduct>

Students found to have engaged in academic dishonesty will be subject to sanctions, which range from a disciplinary warning to permanent expulsion from the University, depending on the seriousness of the misconduct.

## University of Washington Religious Accommodations Policy

It is the policy of the University of Washington to reasonably accommodate students' religious observances in accordance with [RCW 28B.10.039](#) regarding religious accommodation for higher education students as amended by [SB 5166](#), effective July 28, 2019.

The law requires that educational institutions must develop policies to accommodate student absences to allow students to take holidays for reasons of faith or conscience or for organized activities conducted under the auspices of a religious denomination, church, or religious organization, so that students' grades are not adversely impacted by the absences. The law also requires that UW post information about its policy on its website, and that faculty include the policy or a link to the policy in course or program syllabi.

Faculty must reasonably accommodate students who, due to the observance of religious holidays, expect to be absent or endure a significant hardship during certain days of the course or program. **“Reasonably accommodate”** is defined as coordinating with the student on scheduling examinations or other activities necessary for completion of the program and includes rescheduling examinations or activities or offering different times for examinations or activities.

Any student seeking reasonable accommodations must provide written notice to the Office of the University Registrar of the specific dates of absence due to religious accommodation, within the first two weeks of the beginning of the course. The religious accommodation form can be found here:

<https://registrar.washington.edu/students/religious-accommodations-request/>

The following message is available from UW Human Resources.

\*\*\*\*\*

\*UW Safe Campus\*

Preventing violence is everyone's responsibility. If you're concerned, tell someone.

\* Always call 911 if you or others may be in danger.

\* Call 206-685-SAFE (7233) to report non-urgent threats of violence and for referrals to UW counseling and/or safety resources. TTY or VP callers, please call through your preferred relay service.

\* Don't walk alone. Campus safety guards can walk with you on campus after dark. Call Husky Night Walk 206-685-WALK (9255).

\* Stay connected in an emergency with UW Alert. Register your mobile number to receive instant notification of campus emergencies via text and voice messaging. Sign up online at [www.washington.edu/alert](http://www.washington.edu/alert)  
For more information, visit the Safe Campus website at

\*[www.washington.edu/safecampus](http://www.washington.edu/safecampus)\*