

**ECON 220:101 INTRODUCTION TO ECONOMICS – MICROECONOMICS**

Mondays 2:30-3:50pm and Wednesdays 1-2:20pm

Jan 19-Jan 31: Zoom through Canvas

After Jan 31 2022: Eng-100

**Instructor:** Professor Maria Rosales-Rueda, PhD

**Office Hours:** Thursdays 2:00pm-3:00pm over zoom

**Email:** [maria.rosales@rutgers.edu](mailto:maria.rosales@rutgers.edu)

**Website:** <https://canvas.rutgers.edu/>

**Important Mask use to prevent COVID spreading:**

In order to protect the health and well-being of all members of the Rutgers-Newark community, masks must be worn by all persons inside campus buildings when in the presence of others, and in buildings in non-private enclosed settings (e.g., common workspaces, workstations, meeting rooms, **classrooms**, etc.). Masks should securely cover the nose and mouth. **Masks must be worn during class meetings.** THANK YOU

**INTRODUCTION**

This course is an introduction to markets: the elements that comprise markets and the outcomes of market activity. We will be covering the basics of supply and demand, consumer and firm behavior, and the role of government in the economy. The theories introduced in this course will be supplemented by applications to real world events and current economic problems.

Problem solving and learning by doing are important parts of this course. To do well in the course you must *regularly attend the class and do practice problems*. You will be required to do homeworks that will be posted on Canvas.

All exams will be multiple-choice. Exam material will come from the class lectures, the textbook and homeworks. I will be using Canvas to post articles, practice exams and announcements—especially homework due dates, **so please check Canvas regularly.**

By the end of this course, you should have an understanding of the role of markets in allocating resources and the efficiency and equity effects of government policies. You will be expected to understand, in general terms, how economists approach problem solving and how they use supply and demand analysis to understand human behavior and outcomes. This course aims to help you analyze current events and to give you to the analytical tools to progress to advanced undergraduate courses in economics.

You are expected to achieve three major learning goals:

- 1) *The Big Picture:* You will learn how and why capitalism and market-based economies have become the most important economic systems in modern times.
- 2) *How to Do Market Analysis:* By learning the methods of supply and demand, you will learn how to perform market analysis.
- 3) *Critical Thinking:* By learning the methods of economics, you will learn how think critically about the world around you.

**REQUIRED TEXTS – READ CAREFULLY**

- Required Textbook and Web platform:

Instructors reserves the right to modify syllabus as needed.

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The book we will be using is **Principles of Microeconomics by N. Gregory Mankiw (9th edition 2021!)**. Publisher Cengage

In addition, we will be using the portal called MindTap. You are required to get access to MindTap. You can purchase the book through the Rutgers bookstore

An eBook version of the book is available through MindTap. You are not required to have the hardcopy of the book. It is up to you if you feel comfortable with the eBook or you would prefer to purchase the printed copy too. MindTap also provides you with a free mobile app that allows you to read the book offline.

**FIRST DAY PROGRAM: A CHEAPER WAY TO GET THE MATERIALS:** To enhance your learning experience and provide affordable access to the right course material, this course is part of an inclusive access model called First Day™. You can easily access the required materials for this course at a discounted price and benefit from single sign-on access with no codes required in Canvas. GO TO CANVAS/21:220:101:03 INTRO TO ECON MICRO/First Day Course Materials

Rutgers University will bill you at the discounted price as a course charge for this course.

It is NOT recommended that you Opt-Out, as these materials are required to complete the course. You can choose to Opt-Out on the first day of class, but you will be responsible for purchasing your course materials at the full retail price and access to your materials may be suspended.

For more information and FAQs go to Barnes & Noble Customer Care.

**NOTE: To be able to navigate this course you MUST buy the Book with access to Mindtap. There are no exceptions!!**

#### RECOMMENDED TEXT

**Study Guide for Principles of Microeconomics, 6th Edition.** This is a great way to do extra practice problems.

#### COURSE REQUIREMENTS

There will be three **in-class exams**, a cumulative final exam, weekly homework problem sets and class participation through Turning point clickers

**Exams:**

All exams will be multiple-choice. Exam material will come from the class lectures, the textbook, class activities and homeworks. The final is cumulative.

**Exam dates:**

In-class Exam 1 – Monday, February 7

In-class Exam 2 – Monday, March 7

In-class Exam 3 – Monday, April 11

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Final Exam – during official Final Examination period

**Exams will in-person.**

I will drop the lowest grade of your three in-class exams.

**Homework:**

The problem set questions are intended to assess your understanding of the course material covered each week. They are designed to incentivize continual learning and review of readings, and course materials. The concepts and techniques that are introduced in class and in the textbook are practiced and expanded in the homework assignments. Don't neglect them. It's important to practice what is introduced in class and in the book.

All assignments will be posted on the class web site in **Canvas**. The links in Canvas will refer you to the MindTap platform. You are expected to complete and submit your homeworks through MindTap by the stated deadline. **No late assignments will be accepted (no exceptions).** If you do not submit an assignment on time, you will receive a zero (0) for that assignment. **In calculating your homework grade, the lowest grade will be dropped.**

There will be weekly homework during the course. Unless I indicate it otherwise (SEE calendar below), all homework are due on Sunday 11:59pm. Exceptions are homework before an exam which will be due on Saturday 11:59pm so that you devote time to study for the exam.

**Class Attendance and Participation:**

In-class participation will allow you to assess your learning as we progress through the material. Participation will help both you and me gauge when concepts are clear and when they need more clarification. Regular participation will also help you from falling behind.

To help facilitate in-class participation, we will use polls during each class. We are starting classes remotely so we will use zoom polls. However, when we move to in-person, we will use Turning Point Technology Clicker. You can use a physical clicker device or a mobile ResponseWare option which allows you to respond using your smartphone, tablet or computer through an app or web browser. I will send more information about Turning point

Participation will be assessed in a variety of ways. You are expected to do the assigned readings and be prepared to discuss them in class and practice the application of concepts through different types of questions (Clicker questions, "quick-writes," and individual or group activities). Lastly, collaboration for learning is encouraged, as it will allow you to harness the brain power of more people to support you in your learning. So, share your ideas, notes, and knowledge. Most importantly,

form study groups!

## GRADING SCHEDULE

Class participation 5%

Homeworks 20%

Two (out of three) in-class exams - 25% each 50%

Cumulative Final Exam 25%

**Total 100%**

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## COURSE POLICIES

1. **READ THIS SYLLABUS!!!** If you ask me a question that is answered on the syllabus I will not answer it. Please review this syllabus before you ask or email me any questions about the course.
2. **"Preferred Names and Pronouns:** Please call me either Professor Rosales or Dr. Rosales. My preferred pronouns are she/her/hers.
3. **Read the *Study Skills Essay (Canvas/get started module)*.** It gives you some helpful tips about how to study the subject of economics, and what to do if there is a problem.
4. **Exams Policy:** You will be allowed to drop your lowest grade of the three in-class midterms, but you **MUST take the final exam**. If you are sick or have a problem and you do not take an in-class exam, then that exam will be the one that does not count. There will be **NO make-up exams for any reason**.
  - a. If you insist that you want to take your missed in-class midterm because of an illness or a real emergency, you should contact your college advisor and provide verifiable documentation. You must do so the same day of the exam. I reserve the right to determine if your case merit a change in the policy.
5. **CELL PHONE POLICY: You must NOT USE** your cell phone to chat or surf the web. Cell phones are **ONLY PERMITTED for using turning point application to answer the in-class questions**. They must be put in silence before class.
6. **ELECTRONIC DEVICES POLICY.** If you want to take notes you can use a laptop, ipad or other tablet. But please do not surf the web or check your email during class. You can use your smartphone for the clicker questions only (not to chat).
7. You will be allowed to use a basic calculator during the exams. You are **NOT allowed to use your cell phone calculator**. During the exams you must remove Bluetooth ear devices.
8. **Attendance:** If you're not there, you can't participate and it is through active participation that you will learn the most. It's not enough just to get the content. More than ONE unexcused absence will result in the loss of participation points for that day. Excused absences are those due to a health or emergency situation and you should submit a well-documented, verifiable, and

unavoidable reason.

If you choose to skip class it is your responsibility to get the missed information. You do so at your own peril! **Do not email me asking me what you missed.**

**REPORT CLASS ABSENCES** USING the Self-reporting absence application. This will notify your advisor and me. **DO NOT EMAIL ME!**

9. **Email policy:** I strongly urge you to follow proper ‘etiquette’ when sending emails. Beyond this course, you will only harm your chances for success if you address colleagues and co-workers with sloppy, slang-filled emails. *If I find that you are not following the proper guidelines, I will be posting on Canvas a special webpage devoted to poorly scripted emails.* Please adhere to the following guidelines:

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- a. **Grammar:** I am NOT your texting or Facebook friend. An email to me is a letter to a professor; as such, you should adhere to proper grammar. Use proper capitalization.
- b. **Abbreviations:** Again, I am NOT your texting buddy. Do not use abbreviations such as ‘u’ for ‘you,’ ‘4’ for ‘for,’ etc. Use proper capitalization.
- c. **Salutations:** Do not address me as ‘Ms. Rosales’ or ‘Madam’ ‘Hey Prof’ or something equally as colloquial and inappropriate. Use proper capitalization.
- d. **Proofread:** Proofread all emails to avoid above-listed errors. An email that contains, for example, spelling mistakes, lack of capitalization, lack of punctuation, and texting abbreviations are inappropriate in emails to professors, co-workers, and superiors. Develop good email habits now, before you embarrass yourself!

I urge you to read the Rutgers “Guidelines for Electronic Communication” at

<http://www.nbc.rutgers.edu/newdocs/gen00201/gen00201.php3>

10. **Cheating and Academic Dishonesty** will **NOT** be tolerated and will be prosecuted to the full extent of university regulations. To familiarize yourself with these regulations see the University Policies (<http://academicintegrity.rutgers.edu/>).
11. There will be **NO EXTRA CREDIT** assignments. Please do not ask me if you can raise your grade by performing an extra credit assignment. Please do NOT request differential treatment as a way to boost your grades.

**There are no makeup exams!**

12. All exams are timed (Midterms: 1h 20 min; Final 3h). In class midterms **must be taken during class time**. Final exam data and time will be determined by the registrar.
13. **Homework Policies:**
- a. There will be **NO deadline extensions**. Do not ask me for one. You will be given ample time to do each problem set.
  - b. I will drop the lowest graded problem set, so if you miss one it will not affect your grade.
  - c. Please note: Saying that MindTap /Canvas did not grade the problem set after you did it, is **NOT** a valid excuse. It is YOUR responsibility to make sure you get a grade.

14. **Accommodation policy.** Rutgers University welcomes students with disabilities into all of the University's educational programs. In order to receive consideration for reasonable accommodations, a student with a disability must contact the appropriate disability services office at the campus where you are officially enrolled, participate in an intake interview, and provide documentation: <https://ods.rutgers.edu/students/documentation-guidelines>. If the documentation supports your request for reasonable accommodations, your campus's disability services office will provide you with a Letter of Accommodations. Please share this letter with your instructors and discuss the accommodations with them as early in your courses as possible. To begin this process, please complete the Registration form (<https://webapps.rutgers.edu/studentods/forms/registration>).

### COURSE OUTLINE

Below is a general guideline of the topics to be covered in the course. This list is subject to change. Homework will be posted on Tuesday after class. Due dates are Sundays except for the cases before the exam when homework is due on Saturday.

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<b>Dates</b>	<b>Lecture Activity/Topic</b>	<b>Readings</b>
Wed Jan 19	Class Overview: Ten Principles of Economics HW 0 Due Sun. Jan 23 (Although it is graded it will not count as I want to make sure all get familiar with MindTap)	Chapter 1
Mon Jan 24 Wed Jan 26	Thinking Like an Economist HW 1 Due Sunday Jan 30	Chapter 2
Mon Jan 31 Wed Feb 2	Interdependence and the Gains from Trade HW 2 Due Saturday Feb 6	Chapter 3
Mon Feb 7	Midterm Exam 1	
Wed Feb 9 Mon Feb 14 Wed Feb 16	The Market Forces of Supply and Demand HW 3 Due Sunday Feb 20	Chapter 4
Mon Feb 21 Wed Feb 23	Elasticity and Its Application HW 4 Due Sunday Feb 27	Chapter 5

Mon Feb 28 Wed Mar 2	Supply, Demand, and Government Policies HW 5 Due Saturday Mar 5	Chapter 6
Mon Mar 7	Midterm Exam 2	
Wed Mar 9 Mon Mar 21 Wed Mar 23	Consumers, Producers, and the Efficiency of Markets Taxes HW 6 Due Sunday Mar 27	Chapter 7 & 8
Mon Mar 28 Wed Mar 30	The Costs of Production HW 7 Due Sunday Apr 3	Chapter 13
Mon Apr 4 Wed Apr 6	Firms in Competitive Markets HW 8 Due Saturday Apr 9	Chapter 14
Mon Apr 11	Midterm Exam 3	
Wed Apr 13 Mon Apr 18 Wed Apr 20	Monopoly HW 9 Due Sunday Apr 24	Chapter 15
Mon Apr 25 Wed Apr 27	Oligopoly Externalities HW 10 Due Sunday May 1	Chapter 17 Chapter 10
Mon May 2	Public Goods and Common Resources HW 11 Due Sunday May 8	Chapter 11

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2022**

### **Additional resources**

- **Accommodation and Support Statement** Rutgers University Newark (RU-N) is committed to the creation of an inclusive and safe learning environment for all students. RU-N has identified the following resources to further the mission of access and support:
  - Students with Disabilities: Rutgers University welcomes students with disabilities into all of the University's educational programs. The Office of Disability Services (ODS) is responsible for the determination of appropriate accommodations for students who encounter barriers due to disability. In order to receive consideration for reasonable accommodations, a student with a disability must contact ODS,

register, have an initial appointment, and provide documentation. Once a student has completed the ODS process (registration, initial appointment, and documentation submitted) and reasonable accommodations are determined to be necessary and appropriate, a Letter of Accommodation (LOA) will be provided to the student. The student must give the LOA to each course instructor, followed by a discussion with the instructor. This should be completed as early in the semester as possible as accommodations are not retroactive. More information can be found at [ods.rutgers.edu](http://ods.rutgers.edu). Contact ODS: (973) 353-5375 or [ods@newark.rutgers.edu](mailto:ods@newark.rutgers.edu).

- **Religious Holiday Policy and Accommodations:** Students are advised to provide timely notification to instructors about necessary absences for religious observances and are responsible for making up the work or exams according to an agreed-upon schedule. The Division of Student Affairs is available to verify absences for religious observance, as needed: (973) 353-5063 or [DeanofStudents@newark.rutgers.edu](mailto:DeanofStudents@newark.rutgers.edu).
- **Counseling Services:** Counseling Center Room 101, Blumenthal Hall, (973) 353-5805 or <http://counseling.newark.rutgers.edu/>.
- **Students with Temporary Conditions/Injuries:** Students experiencing a temporary condition or injury that is adversely affecting their ability to fully participate in their courses should submit a request for assistance at: <https://temporaryconditions.rutgers.edu>.
- **Students Who are Pregnant:** The Office of Title IX and ADA Compliance is available to assist students with any concerns or potential accommodations related to pregnancy: (973) 353-1906 or [TitleIX@newark.rutgers.edu](mailto:TitleIX@newark.rutgers.edu).
- **Gender or Sex-Based Discrimination or Harassment:** Students experiencing any form of gender or sex-based discrimination or harassment, including sexual assault, sexual harassment, relationship violence, or stalking, should know that help and support are available. To report an incident, contact the Office of Title IX and ADA Compliance: (973) 353-1906 or [TitleIX@newark.rutgers.edu](mailto:TitleIX@newark.rutgers.edu). To submit an incident report: [tinyurl.com/RUNReportingForm](https://tinyurl.com/RUNReportingForm). To speak with a staff member who is confidential and does **NOT** have a reporting responsibility, contact the Office for Violence Prevention and Victim Assistance: (973) 353-1918 or [run.vpva@rutgers.edu](mailto:run.vpva@rutgers.edu).

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- **Learning Resources**

- Rutgers Learning Center (tutoring services)

Room 140, Bradley Hall

(973) 353-5608

<https://sasn.rutgers.edu/student-support/tutoring-academic-support/learning-center>

- Writing Center (tutoring and writing workshops)  
Room 126, Conklin Hall  
(973) 353-5847  
nwc@rutgers.edu

[https://sasn.rutgers.edu/student-support/tutoring-academic-support/writing\\_center](https://sasn.rutgers.edu/student-support/tutoring-academic-support/writing_center)

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