| CLASS INFORMATION | Benedictine University  
| MBA_MSA 611A & B – Managerial Economics  
| Spring 2016  
| March 31st – June 2nd  
| Section A: Thursdays, 6:30 – 9:30 PM  
| Section B: Thursdays, 3:00 – 6:00 PM  
| Classroom location: Refer to MyBenU |
| COURSE PREREQUISITES | None |
| INSTRUCTOR INFORMATION | Dr. Ron Baiman  
| Assistant Professor of Economics  
| Office: Goodwin Hall 369  
| Phone: 630-829-6214  
| E-Mail: rbaiman@ben.edu  
| Office Hours: Tuesday 1:30 to 6:30 PM & Thursday 2:00 – 3:00 PM  
| or by appointment |
| COURSE OBJECTIVES | Course Goals and Objectives  
| • Analyze consumer behavior and its impact on supply and demand.  
| • Utilize the concepts of optimization and elasticity in decision-making.  
| • Use regression analysis to demonstrate relationships between economic variables.  
| • Calculate an estimate of a demand function in order to forecast future sales.  
| • Analyze market structures to maximize profits given the demand and cost schedules of a firm.  
| • Apply microeconomic theory in managerial decision-making.  
| • Appraise strategic behavior in the decision-making process |
| CLASS OVERVIEW & GRADING | This course studies the major factors that determine levels of economic activity and prices. Students are graded as follows:  
| • 40% Mid-term examination (multiple choice and problems)  
| • 10% Bloomberg Regression Problem  
| • 10% Class Presentation  
| • 40% Final examination (multiple choice and problems) |
| IMPORTANT REMINDERS | Students are expected to check the class Desire2Learn (D2L) site prior to the first night of class and on an on-going basis.  
| The complete course syllabus will be distributed on the first night of class. |
| PRE-CLASS ASSIGNMENT | • Read pages 28-43 of Chap. 2.  
| • Work problems 3, 5, 6, 7, 8, 9, from Chap. 1 and problem 1 from Chap. 2. |
| Brief Notes from the Instructor | This is an applied microeconomics class that emphasizes the application of microeconomic concepts and techniques to management decisions. It is very important to do the readings and work the assigned problems before class. The best way to learn the concepts is to use them to solve problems! |