



Semester:	Fall 2023	Instructor:	Dr. Ali Aljamal
Course:	ECON 310	Office:	A408
Course Title:	Intermediate Microeconomics	Phone:	1802040 x3524
Designation:	Core	Email:	aaljamal@auk.edu.kw
Meeting Time:	MW 11:00-12:15 am	Office Hours:	MW 5:00-7:00 PM
Classroom:	B202		Tue 12:00-2:00 PM & by appointments

“Understanding anything is a process of learning what it does, how and why it works, how to create and modify it, and eventually how to convey that knowledge to others.”

-Elinor Ostrom (1933-2012); 2009 Nobel Laureate in Economics

AUK Mission Statement

The American University of Kuwait is a liberal arts institution based on the American model of higher education. It is dedicated to providing students with knowledge, self-awareness, and personal growth experiences that can enhance critical thinking, effective communication, and respect for diversity. AUK seeks to create leaders and lifelong learners who aspire to the highest standards of moral and ethical responsibility in their societies.

College of Business and Economics Mission & Value Statements

The College of Business and Economics provides an American educational experience producing ethical, innovative, articulate, and globally agile graduates. The College of Business and Economics strives to uphold the following values: Freedom of thought, expression, and intellectual inquiry, respect for individual identity and rights, and cultural diversity, commitment to high standards of morality, integrity, and social responsibility, and adherence to high professional standards and ethics.

Catalog Course Description

The course expands the use of microeconomics principles and concepts to describe real world current business and economics events. Topics include households and firms' behaviors and their interactions, market structure and their implications for the overall allocation of resources and social welfare, and government

intervention and tools to improve the functioning and outcome of markets. Pre-requisite: ECON 200, ECON 201 and BUS 209.

Course Objectives

In this course students use economic models to assess economic agents’ choices and decisions and how they affect markets. It delves behind these models to revisit their underlining assumptions. The focus is on constrained optimization behaviors of consumers and producers, government policies in a market economy. Mathematical and graphical tools are used to emphasis analytic thinking and sharpen problem-solving skills. The course emphasizes the sound use of microeconomic terminology and communication skills to address economic, business and social problems. Students will further develop their understanding of economic to identify and solve constrained optimization problems, graphically and mathematically, and demonstrate ability to apply microeconomic theoretical models in the analysis of real-world problems.

Course Objectives Relation to AACSB Accreditation

In June 2019, the College of Business and Economics (CBE) achieved a milestone when the business program received the prestigious AACSB accreditation. Accredited programs set learning goals and subscribe to higher standard in teaching, learning and research. Each program is required to set Program Goals and strives to achieve them. CBE adopted the following six Program Goal which are emphasized in the Bachelor of Business Administration (BBA) curricula. Visit this website to find out more <https://www.aacsb.edu/learners/tools/why-accreditation-matters>

Degree of learning for each Program Learning Outcomes in this course

Program Learning Outcomes (PLGs)	
PLG1: Communication: Demonstrate effective English language communication skills in writing and oral presentations	R
PLG2: Ethical behavior: Articulate ethical and professional responsibilities, recognize ethical dilemmas, and formulate ethical strategies.	
PLG3: Critical thinking: Identify, evaluate, analyze, and solve diverse and unstructured management problems in unfamiliar settings, use, synthesize, and evaluate data/ evidence, exercise judgment, and assess risks, understand the holistic and systemic nature of the organization and its internal and external environment.	R
PLG4: Global and multi-cultural aspects of business: Understand diverse cultures; develop intercultural skills; understand global processes; and be prepared for citizenship, both local and global.	R
PLG5: Entrepreneurial behavior: Entrepreneurship is value creation, iterative learning, opportunity identification, business development, venture creation and growth. Becoming entrepreneurial is personal development, creativity, self-reliance, initiative taking, and action orientation.	
PLG6: Technology Agility: Develop a mastery of appropriate ICT in decision-making.	

Introduced (I), Reinforced (R), or Assessed (A).

Course Learning Outcomes (CLO)

Upon successful completion of the course, students would build the skills needed to:	Corresponding PLG
CLO1: question underlying assumptions of microeconomic models and their implications for analysis and predictions.	PLG3
CLO2: Articulate the mathematical and graphical use of supply and demand model to analyze market outcomes and evaluate policies and other social phenomena.	PLG3
CLO3: explain market imperfection, mainly due to information and externalities, and assess effects of intervention on outcomes against real-world alternatives.	PLG1, PLG3, PLG4
CLO4: Use the consumer choice theory and utility-maximization model to explain and analyze consumer’s decision patterns under budget constraints.	PLG3
CLO5: derive cost functions and apply cost-minimization model to analyze pricing and production decisions in various market arrangements.	PLG3

Required Textbook

Microeconomics, 3e by Goolsbee, Levitt & Syverson, Macmillan 2020. The interactive eBook is part of Achieve, which is a McMillan digital platform for reading, practice, homework, and adaptive learning tools. Use the external tool link in Moodle to create an account using strictly your AUK email to enroll in the course. If you need support with **Achieve** submit an online support ticket on MacMillan website. An eBook is available at: https://auk.on.worldcat.org/search?queryString=goolsbee&clusterResults=false&groupVariantRecords=false&stickyFacetsChecked=true&subformat=Book%3A%3Abook_digital.

Textbook Ordering

To access the eBook, you need to enroll in the course hosted by Achieve - McMillan. Achieve is the digital platform where you find the eBook, interactive learning resources and have the option to submit your assignments online. Click this link <https://achieve.macmillanlearning.com/courses/kqx8d4> and create an account using your AUK email. If you have an existing account that uses your AUK email as a username, just sign in. Note that accounts created with usernames other than your AUK email will be deleted.

Textbook Technical Support

If you face difficulty accessing Achieve, please contact McMillan customer service using this link <https://mhe.my.site.com/macmillanlearning/s/>

Payment for eBook & Achieve

To pay for Achieve service, you need to make payment through AUK AAFAQ Bookstore on campus, and online, via auk.aafaqeducation.com.

Supplementary Material: news and industry articles, policy briefs, etc. are posted to Moodle. How ‘Market Failure’ Arguments Lead to Misguided Policy, Jan22, 2019, Policy Analysis N0. 863 <https://www.cato.org/policy-analysis/how-market-failure-arguments-lead-misguided-policy>

Pedagogy: This is a math, graph and oral communication intensive course, and it integrates the goals of reading, critical thinking, and application. The objective is to challenge you to engender deep reflection on economic concepts, processes, approaches, and policies. The *Achieve* platform is used for access to textbook,

homework and a wide range of learning and practice resources. Here are some pedagogical features of the course.

- **Class participation:** To provide you with a rewarding learning experience, you are expected to do the followings:
 - Complete your reading assignment before you come to class. I use Power Points slides along with the whiteboard and you are warned against relying on Power Point slides for your readings.
 - Always take good notes and use color-coded pens to articulate use of graphs. If you do the reading ahead of class, you are more likely able to make better use of your lecture time and take good notes.
 - Graphs are powerful visual tools, and you are expected to articulate your ideas using precise and neat graphs. Our digital platform *Achieve* comes with interactive visual tools to enhance graphing skills.
 - Pay special attention to the jargons and the language economists use along with the assumptions they deploy to develop theories and formulate arguments. It is your responsibility to question underlining assumptions.
- **Engage the course material:** college students assume more responsibility for their own learning in- and outside the classroom. Toward this end you are expected:
 - Revisit your assigned reading after class, enhance your notes and see me in the office for assistance.
 - Budget adequate time to fully utilize the *Achieve* learning resource and complete homework assignments.
 - Use the Practice Sheets (PS), available in the Learning Resources folder in Moodle.
 - Attend voluntary review sessions scheduled in the days leading to exams.
- **Pop Quizzes** these are unscheduled on-the-go questions on recently covered topics. Questions are presented at no particular time during lecture. These are designed for material reinforcement and engagement, and you must be present in class to earn the credit (no makeup for missed pop quizzes).
- **Exams** there are Three Exams and a comprehensive Final. Exams are a mix of problem solving, MCQs, short answer and essays. Beside problem solving, exams will assess ability to write clearly, employ neat illustrative graphs and articulate the application of economic concepts in decision making and policy analysis.

Evaluation & Grading: Students’ performance is evaluated based on work done on the following criteria:

Evaluation Type	Weight	Link to PLO
Class engagement (attendance & pop quizzes)	15%	PLG1, PLG3
Homework assignments (<i>Achieve</i>)	10%	PLG3
Three Exams	45%	PLG3, PLG4
Final Exam (comprehensive)	30%	PLG3, PLG4
Total	100%	

Per AUK policy, the letter grade is assigned using the following scale:

Letter Grade	A	A-	B+	B	B-	C+	C	C-	D+	D	D-	F
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Percentage	100-94	93-90	89-87	86-84	83-80	79-77	76-74	73-70	69-67	66-64	63-60	59-0
Grade Pointe	4.0	3.7	3.3	3.0	2.7	2.3	2.0	1.7	1.3	1.0	0.7	0.0

Class Policies:

- **Good faith practice:** you are expected to submit your own work and conduct yourself within the context of good faith practices. Betrayal of this trust is a material violation of Student Code of Conduct.
- **Email communication:** all communications must be generated using AUK accounts. Messages in violation of this policy will not be acknowledged. Familiarize yourself with the syllabus, as the answer to your questions may be there. Always state your full name and indicate your section. I check email regularly during weekdays, but I can't guarantee a quick response over the weekend. Generally, allow 24 hours before you re-send the email if you do not hear from me. Note that it is not appropriate to forward someone else's emails without consent. Emails sent on weekends will be answered the first day of the week.
- **Attendance:** is mandatory and student who misses more than 15% of class sessions should expect to fail, unless they have verifiable evidence of medical or family emergencies, death in the immediate family, or university athletic activities. Excused students are required to satisfy all assigned coursework during absence. If a student does not submit satisfactory evidence for absence, it is the student's responsibility to withdraw from the course (with letter grade W) by the specified deadline, as indicated on the academic calendar. Students who fail to attend class and do not withdraw will receive grade "FN" (failure for non-attendance).
- **Late work:** All assigned work must be submitted on the indicated due date. In some instances, late work penalty may apply.
- **Make-up Exams:** there are no make-ups for missed exams and there are no extra credit options for missed work.
- **Orderly Conduct:** disruptive or disorderly conduct will not be tolerated. Leaving class to take or make calls during lecture is deemed disruptive behavior. Disorderly conduct could result in loss/reduction course grade leading all the way to a failing grade.
- **Written communications:** when writing, ensure to use formal, respectful, professional language and double-check spelling/grammar function before sending/posting. This applies to emails, assignments, or any other form of writing you will complete within the context of this course. If you write on behalf of group, be sure to keep all members of the group in copy. Capitalize words only to highlight a point. Otherwise, capitalizing is generally viewed as SHOUTING!

Code of Academic Honesty and Integrity

Upon admission to the American University of Kuwait, students agree to act responsibly in all areas of academic, personal and social conduct and to take full responsibility for their individual and collective action. Such regulations are found in AUK Catalogue, Student Handbook, and the AUK website at <https://www.auk.edu.kw/AUK/media/pdf/StudentAffairs/2022-2023-Catalog-University-Codes-AUG2022.pdf>. Any question of interpretation regarding the code of academic honesty and Integrity shall be reported to the appropriate academic dean. The Code shall be reviewed annually at the discretion of the academic deans. Any student or student organization found to have committed the cited violations or misconduct, either on or off campus, is subject to the disciplinary sanctions outlined in adjudication procedures.

- **Plagiarism:** The term “plagiarism” includes, but is not limited to, an attempt of an individual to claim the work of another as the product of his or her own thoughts regardless of whether that work has been published. Plagiarism includes, but is not limited to, quoting improperly or paraphrasing text or other written materials without proper citation on an exam, term paper, homework, or other written material submitted to an instructor as one’s own work. Plagiarism also includes handing in a paper to an instructor that was purchased from a term paper service or downloaded from the Internet and presenting another person’s academic work as one’s own.
- **Cheating:** The term “cheating” includes but is not limited to, copying homework assignments from another student; working together with another individual on a take-home test or homework when not approved by the instructor, looking at and/or copying text, notes or another person’s paper during an examination when not permitted to do so. Cheating also includes the giving of work information to another student to be copied and/or used as his or her own. This includes but is not limited to giving someone answers to exam questions either when the exam is being given or after having taken an exam; informing another student of specific questions that appear or have appeared on an exam in the same academic semester; giving or selling a term paper, report, project or other restricted written materials to another student.

Student Support Services

You are expected to familiarize yourself with the following resources, which are designed to help you succeed in college.

- **Academic Support:** Learning Support Services focus on empowering students to become independent and successful learners by developing their literacy skills, enhancing their understanding, and helping them improve their academic and study skills. Learning Support Services is comprised of two centers: the Tutoring Center and the Writing Center. The Tutoring Center provides free academic support in various subjects to AUK students. Email: tutoringcenter@auk.edu.kw. The Writing Center provides multilingual support (English, Arabic, French, and Spanish) through individual or small-group consultations. Email: writingcenter@auk.edu.kw.
- **Library Services:** The library with wide range of resources essential for your success. If you don’t know where to start, staff librarians are available. Go to <https://www.auk.edu.kw/academics/Library> to begin your search or contact the library at: library@auk.edu.kw.
 - **Digital Library:** you have a 24/7 access to the digital library which includes over 300,000 e-books, 47,000 full-text journals, and 60,000 [online videos](#). You can access through the [Online Resources](#) page, or use the “[Search All](#)” to search the whole content of the library. You will be prompted to login with a valid [AUK username](#) and [password](#) in order to use the collections.
 - **Research Guides:** the library developed [31 subject guides](#) to help you find relevant resources - whether from the library or online. A recent [resource guide](#) has been developed to provide updates and information related to e-learning and off-campus access. You will need to go over the tabs on the top in order to explore the whole content of the guide.
 - **Research Assistance:** for research assistance and to find books and resources on a particular subject, please do not hesitate to contact our Reference and Instruction Librarians: Fadia Al-Akhras (falakhras@auk.edu.kw) or Wadha Ahmed (wahmed@auk.edu.kw).
- The Academic Advising Center will guide undeclared students and probation students. Email aac@auk.edu.kw for more information.

- Alumni Affairs and Career Development will offer career guidance. Email aacd@auk.edu.kw for more information.
- **Disability Accommodations:** AUK provides an equal and inclusive educational environment in order to enable all students to meet and perform requisite academic standards and to participate in the opportunities and activities of its community. If you believe you can benefit from accommodations for a learning, physical, or mental health disability, [click here to book a session through the Counseling Center/Disability Services Booking Page](#), to ask about disability services at AUK, initiate an accommodation plan, or receive disability services. You can also email counseling@auk.edu.kw if you need assistance in booking a session.

Disclaimer

Please note that the contents of this syllabus may be subject to change. In the event changes are made, you will be notified in class and the syllabus in Moodle will be updated. It is your responsibility to stay current with all changes.

ECON 310 Course Outline (tentative)*

Week	Week	Reading	Notes
1	Sep 17-21	Ch1 Adventures in Microeconomics Intro to Game Theory	
2	Sep 24-28	Ch2 Supply and Demand Thursday Sep 28 th Prophet (PBUH) Birthday	
3	Oct 1-5	Ch2 Supply and Demand	
4	Oct 8-12	Ch3 Using Supply and Demand to Analyze Markets	
5	Oct 15-19	Ch4 Consumer Behavior	Exam1
6	Oct 22-26	Ch4 Consumer Behavior	
7	Oct 29-Nov 2	Ch5 Individual and Market Demand	
8	Nov 5-9	Ch6 Producer Behavior	Midterms Week
9	Nov 12-16	Ch6 Producer Behavior	Exam2
10	Nov 19-23	Ch7 Costs	
11	Nov 26-30	Ch8 Supply in a Competitive Market	
12	Dec 3-7	Ch8 Supply in a Competitive Market	
13	Dec 10-14	Ch9 Market Power and Monopoly	
14	Dec 17-21	Ch9 Market Power and Monopoly	Exam3
15	Dec 24-28	Winter Break	
16	Dec 31-Jan 4	Sun Dec 31 Winter Break. Mon Jan 1 st New Year Ch16 Externalities and Public Goods	
17	Jan 7-11	Wrap up & Review Last Day of Class - Tuesday Jan 9 th	
18	Jan 14-18	Comprehensive Final Exam	

Statement of Acknowledgement

Instructor: Dr. Ali Aljamal

As a student enrolled in this class you are expected to submit your own work and conduct yourself within the context of good faith practices. Please complete this form, sign scan and email along with scanned copy of your AUK student ID (color) to me no later than Monday Sep 26, 2022.

I, _____ have read and understood the course requirements
(print your full name)

and policies detailed in this syllabus. Moreover, I have read and understood the AUK Student Code of Conduct and I hereby agree that I will comply with all of the provisions of this Code as detailed therein.

Student's Signature

Date