

ECO 204 SUMMER 2023

MICRO THEORY & APPLICATIONS FOR ROTMAN COMMERCE

Sayed "Ajaz" Hussain Associate Professor (Teaching Stream) Department of Economics University of Toronto (STG)

ECO204 SUMMER 2023 SECTION L5101 6 PM – 9 PM, MONDAYS & WEDNESDAYS, IN <u>MP 134 (Except for last session – see schedule)</u> Professor "Ajaz" Hussain

COURSE DESCRIPTION

ECO 204 is an intermediate level microeconomics course for Rotman Commerce students. The course covers "business-oriented" micro models/methods/applications of consumer theory, economics of uncertainty, financial economics, production, cost analysis, industrial organization, information economics, game theory, and competitive strategy.

LEARNING OBJECTIVES

Students in ECO 204 Summer 2023 will:

- Achieve greater proficiency in "core" micro theories/models/techniques used in upper-level ECO and RSM courses.
- "Learn by doing" through "experiential learning". For example: "applying" micro *and* other disciplines such as accounting to "analyze and solve" real-life business [cases]. In this course, we "keep it real" (no widgets).
- Learn "how to" do (selected) real-life projects such as: constructing financial portfolios (using data from CRSP); accounting-micro methods to value frequent flyer miles; simulating gold/copper mining projects; using game theory to compete with *future* rivals (including predicting future prices); "marginal cost trading"; price-discrimination for a medical device company; as well as product positioning in marketing.

COURSE CONTACTS			
COURSE-RELATED INQUIRIES:	ECO204 Summer 2023 Ed Discussion Board		
COURSE-RELATED PERSONAL/CONFIDENTIAL MATTERS:	 E-mail eco.204@utoronto.ca from your UofT e-mail account with student ID # in the subject line. See course policies section for additional info. 		
OFFICIAL COURSE-RELATED E-MAIL (EX: ACCESSIBILITY & ACCOMMODATIONS SERVICES):	 eco.204@utoronto.ca Students registered with Accessibility Services must "input" eco.204@utoronto.ca in "Bookings system" 		

COURSE INSTRUCTOR AND OFFICE HOURS: Sayed "Ajaz" Hussain			
OFFICE: • GE 178 (Max Gluskin House, 150 St. George Street)			
Ajaz's eco204 office hours:	 Weekly Thursdays (July 6th – Aug 17th): 5:30 – 6:30 PM through Zoom: HTTPS://US06WEB.ZOOM.US/J/82691284703 Meeting ID: 826 9128 4703 See "Google Calendar" to add the course schedule to your personal calendar. 		

COURSE ADMINISTRATORS, ED DISCUSSION BOARD MODERATORS, TAS



KEVIN DIDI BCOM '23 COURSE CO-ADMINISTRATOR ADMIN TA ED DISCUSSION BOARD MODERATOR



JAMES MACEK ECON PHD GRAD STUDENT COURSE CO-ADMINISTRATOR TUTORIAL TA ED DISCUSSION BOARD MODERATOR

	COURSE SESSION	NS: ALTERNATING LECTURES AND "BIZ-C AN ILLU:	ase Tutorials" on Mondays & Wee strative Example	DNESDAYS, 6 – 9 PM IN MP 134	
"Time"	Wed May 10 th Lecture	Mon May 15 th Biz-Case Tutorial	Wed May 17 th Lecture	Wed May 24 th Biz-Case-Tutorial	
Start:			Hard-Copies of Crowdmark- Answers-HW #1 due in-person		And so
1 st Hour		Biz-Case		Biz-Case	on 🗲
2 nd Hour 3 rd Hour	"Lecture"	"Tutorial"	"Lecture"	"Tutorial"	See
End:		Hard-Copies of Crowdmark-HW #1 distributed in-person to students in attendance		Hard-Copies of Crowdmark- HW #2 distributed in- person to students in attendance	schedule
	ure" & "Biz-Case" rial" sessions in-p	sessions in-person with Professor Hussa erson with James.	in (some Biz-case sessions may be delive	ered asynchronously online)	

	MARKIN	NG SCHEME
Assessment	WEIGHT	"When & where"
(Max) 2 ½ Hour In-Person Midterm Test Covers material from Week 1 through Week 6		 9 – 11:30 AM, June 22^{nd,} 2023 in EX320. Aids allowed: calculator and (both sides) of one 8.5" by 11" "cheat sheet" (write whatever you like). (Restricted) In-Person "Makeup Midterm Test": Noon – 2:30 pr on Saturday, August 26th (conditional on submitting the "Missed Midterm Test Form" posted on the course website ± one week of the midterm test. Same coverage and aids as the regular Midterm Test. No makeup for the makeup test. Note that makeup test marks will be NOT be available before th "Drop Date" (see Google calendar)
3 Hour In-Person Final Exam Covers material from Week 7 through Week 15	25%	 During "August Finals Period": Time, Date, Location TBA by Faculty of Arts & Sciences and will be posted on Quercus announcements and Google calendar Aids allowed: calculator and (both sides) of one 8.5" by 11" "cheat sheet" (write whatever you like).
(Solo) "Project-Case" released Wed, July 12 th Project-Case has 3-components to be submitted through Quercus/Crowdmark/MS-Forms ***	11% 11% 11%	 Project-Case-Excel-Model due Wed August 9th * Project-Case-5-page-Business-Report due Tue, August 15th * Project-Case-Video-Presentation due Tue, August 15th *
Best 9 of 11 "Crowdmark HWs" [each HW 2%]		 Crowdmark HWs (hard-copies) distributed to students in full, in person, attendance in select "Biz-Case & Tutorial Sessions" (see course schedule). It is an academic offense to "collect" more that one hard-copy of a Crowdmark HW. Crowdmark HW-Answers (hard-copies) collected in-person at the beginning of the next "Lecture" (see course schedule). It is a academic offense to "submit" two or more hard-copies of Crowdmark HWs and/or for behalf of someone else. HW-answers must be submitted in-person no later than 6:15 PM. Crowdmark HW-Answers will be scanned and graded on Crowdmark (see course policies) **
Overall Assessment Mark	4%	At the instructor's discretion

* Penalty for late submissions: 50% of the maximum Project-Case-Component score per day past the deadline.

** Penalty for late submissions: 100% of the Crowdmark-HW if not submitted within one of the deadline.

** Project-Case will have grading rubric and detailed instructions on submitting Project components.

- We will use Crowdmark to grade all assessments (except the Project-Case-Excel-Model). Please see Crowdmark course policies.
- We will use Quercus to grade and conduct "plagiarism checks" all assessments. Please see Quercus and Plagiarism course policies.
- Your mark on a test/exam reflects any adjustments to the raw scores such as adding points to everyone's score or not counting an unduly difficult/confusing question. Your mark, not your raw score, best reflects the quality of your submitted work.
- Small group collaboration is an effective mode of studying. At UofT, Recognized Study Groups (RSG) are voluntary, peer-led study groups of 36 students enrolled in the same course. In addition to supporting students' study habits and academic success, RSGs also encourage student participants to connect with peers and RSG participants earn a Co-Curricular Record (CCR) credit. Visit the RSG website for details.

	_		urse Schedule and <u>Google Calendar</u> (lat		
Week	Date	Day	Event	Assessment(s)	
1	8-May	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)		
1	10-May	Wed	Lecture (6 - 9 PM in MP 134)		
2	15-May	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 1 distributed	
2	17-May	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 1 due	
3	22-May	Mon	Holiday		
3	24-May	Wed	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 2 distributed	
4	29-May	Mon	Lecture Re-scheduled		
4	31-May	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 2 due	
5	5-Jun	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 3 distributed	
5	7-Jun	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 3 due	
6	12-Jun	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 4 distributed	
6	14-Jun	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 4 due	
7	19-Jun	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 5 distributed	
7	20-Jun	Tue	Study Day		
7	21-Jun	Wed	Midterm-Test-Period		
7	22-Jun	Thu	ECO 204 MIDTERM-TEST	9 AM - 11:00 AM in EX 320 Midterm Test max 2 hours & covers all material from Wee through Week 6	
7	23-Jun	Fri	Midterm-Test-Period		
7	24-Jun	Sat	Midterm-Test-Period		
7	25-Jun	Sun	Midterm-Test-Period		
8	26-Jun	Mon	Midterm-Test-Period		
8	28-Jun	Wed	Holiday		
8	29-Jun	Thu	Holiday		
8	30-Jun	Fri	Holiday		
8	1-Jul	Sat	Holiday		
8	2-Jul	Sun	Holiday		
9	3-Jul	Mon	Holiday		
9	4-Jul	Tue	Holiday		
9	5-Jul	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 5 due	
10	10-Jul	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 6 distributed .	
10	12-Jul	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 6 due Project-Case Released	
11	17-Jul	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 7 distributed	
11	19-Jul	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 7 due	
12	24-Jul	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 8 distributed	
12	26-Jul	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 8 due	
13	31-Jul	Mon	Biz-Case & Tutorial (6 - 9 PM in MP 134)	Crowdmark HW 9 distributed	
13	2-Aug	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 9 due	
14	7-Aug	Mon	Holiday		
14	9-Aug	Wed	Lecture (6 - 9 PM in MP 134)	Crowdmark HWs 10 & 11 distributed Project-Case-Excel-Model due through Quercus	
15	14-Aug	Mon	Lecture (6 - 9 PM in MP 134)	Crowdmark HW 10 due	
15	15-Aug	Tue	Tutorial (6 - 9 PM in RW 110)	Crowdmark HW 11 due Project-Case Paper Due Quercus Project-Case Presentation Due Quercus	
15	16-Aug	Wed	Study Day		
15	17-Aug	Thu	Final-Exam-Period		
15	18-Aug	Fri	ECO204 Final Exam		
15	19-Aug	Sat	Final-Exam-Period	ECO204 Final Exam:	
15	20-Aug	Sun	Final-Exam-Period	2 – 5 pm, Friday, August 18th, in EX 200	
16	21-Aug	Mon	Final-Exam-Period	Final Exam is not cumulative, is 3 hours long, and covers all	
16	22-Aug	Tue	Final-Exam-Period	materials from Weeks 7 through Week 15. Please see syllabus aids allowed.	
16	23-Aug	Wed	Final-Exam-Period		
16	24-Aug	Thu	Final-Exam-Period		
16	25-Aug	Fri	Final-Exam-Period		
16	26-Aug	Sat	(Restricted) Makeup-Test Day	"Restricted Makeup Midterm Test" (noon - 2:30 pm in locatio TBA) covering same material as the Midterm Test but at a deeper/harder level.	

• The course schedule is subject to change. Students will be notified of any changes through Quercus and the Google calendar will be updated.

• Due to personal reasons, the instructor *may* have to hold some sessions online via Zoom (if so, students will be notified through Quercus announcements and see course policies on online Zoom sessions.

ECO204 SUMMER 2023 GOOGLE CALENDAR URL (VIEW IN BROWSWER & ADD TO YOUR CALENDAR) ECO204 SUMMER 2023 CALENDAR

COURSE MATERIAL

ECO204 Summer 2023 Course Website:

[username and password posted Quercus "announcements"]

- "Lecture Session Materials" (posted by 4 pm day of):
- [Mandatory] Lecture slides (to be annotated during lectures 'completed' annotated slides will not be posted)
- [Mandatory] Excel model(s) often as a link in lecture slides
- [Mandatory] "ECO204-Chapters-Version-2" (in PTX)
- [Mandatory] Readings
- "Business Case Analysis & Excel-Modeling & Tutorial Session" Materials (posted by 4 pm day of):
 - [Mandatory] *Either* internal-ECO204-cases *or* HBS cases (HBS cases will pre-assigned at least 24 hours in advance as these must be purchased from HBS Press details below)

• Following Materials have been posted:

- [Mandatory] "ECO204-Chapters-Version-1" (in pdf)
- [Mandatory] ECO204 Excel-Lessons YouTube videos
- [Optional] Past Test and Final Exams (coverage/depth varies from year to year)
- [Optional] ECO204 2020-2021 Lecture Slides-Excel Models and Videos
- [Optional] ECO204 2022-2023 Course Website
- Please review course policies.

ECO204 Summer 2023 Quercus Page:

- [Mandatory] Please check the Quercus Announcements page and your UofT e-mail inbox on a regular basis.
 - o Make sure that Quercus settings are set to "receive notifications".
 - Make sure that you have registered your UofT e-mail account on Quercus and are not forwarding your UofT e-mails to an external e-mail account.
- [Highly Recommended] Access the ECO204 Summer 2023 Ed discussion board through Quercus. Please review course policies.

[Mandatory] A computer/laptop/tablet with Office 365 ProPlus

- We highly recommend bringing a laptop with Office 365 ProPlus to ECO204 "sessions".
- UofT students can download Office 365 ProPlus at no cost from this website.
- Please install the "Solver" and "Analysis" add-ins in Excel.
- [Highly Recommended] Excel "video lessons" on:
 - o Lynda.com (free for UofT students)
 - ECO 204 YouTube channel (to be updated this year).

[Mandatory] ECO 204 Summer 2023 Harvard Business School Case Packet

- Please visit https://hbsp.harvard.edu/import/1055917, register as a student, and purchase the following cases (you can purchase one case at a time):
 - Bitter Competition: The Holland Sweetener Co. vs. NutraSweet (A) [with spreadsheet supplement]
 - Prestige Telephone Co. [with spreadsheet supplement]
 - Aluminum Industry in 1994 (Not available from HBS: Excel file with data on all PAL producers in 1994 (pw = quasifixed))
 - Gold Claim at Sturgeon Lake [with spreadsheet supplement].
 - Blackstone and the Sale of Citigroup's Loan Portfolio [with spreadsheet supplement].
 - o Tupelo Medical: Managing Price Erosion [with spreadsheet supplement].
 - o Accounting for Frequent Fliers
 - o Ratnagiri Alphonso Orchard: Bayesian Decision Analysis
 - o Pricing Games: Sony PlayStation and Microsoft Xbox
 - Container Transportation Company

COURSE POLICIES

"Course Announcements":

- Please check the Quercus Announcements page and your UofT e-mail inbox on a regular basis.
 - Make sure that Quercus settings are set to "receive notifications".
- Make sure that you have registered your UofT e-mail account on Quercus and are not forwarding your UofT e-mails to an external e-mail account.
- It is imperative that you inform us asap by e-mail (eco.204@utoronto.ca) of *any* changes to your name and/or e-mail address on file on ACORN, Quercus, or Crowdmark. Penalty for violating this policy: 5% of your overall course grade.

"E-mail/Communications":

- The course e-mail address is eco.204@utoronto.ca (read the following carefully):
 - Do NOT send e-mails with course-related inquiries; instead, use the Ed-discussion board
 - You should ONLY contact us by e-mail with regards to urgent or personal/confidential matters and NEVER about courserelated items. If you *do* need to e-mail us then do so from your UofT e-mail address with your student ID # in the subject line. Please note we do not check e-mails on weekends and holidays nor outside business hours. It may take three-four business days to reply.
- Do not send e-mails to course staff UofT e-mail accounts.
- Never, ever, send e-mails with medical notes/documents and/or ACORN self-declarations.
- Never, ever, "submit" assessments by e-mail
- Do not send messages from Quercus.
- Students registered with accessibility/accommodations services must have that office communicate with us through eco.204@utoronto.ca (NOT the course staffs' UofT e-mail accounts) and make sure to input eco.204@utoronto.ca in their booking systems.

"Ed Discussion Board":

- The Ed Discussion Board, not email, is the appropriate forum for discussing course materials/contents/etc.
- When communicating/participating in discussions, please remember that there are real people with feelings on the receiving end.
- Be kind and treat people the way you would like to be treated.
- Respect your classmates' opinions; if you disagree, then do so with respect and sensitivity.
- "As UofT students, you are bound by the student code of conduct. Remember to be respectful to your peers and the instructional team. We reserve the right to set your post as private/delete it if we deem it to violate the code or contain personal identifying information. You can read more about the Code of Student Conduct here."

"Crowdmark":

• "This course will use Crowdmark, a collaborative online grading tool for marking and providing feedback on assessments in conjunction with Quercus. Crowdmark provides efficiencies with grading, data recording, returning term assessments and handling regrade requests. Copies of student work marked in Crowdmark, including grading and feedback, will be available online to students for at least one year. Digital (i.e., online) copies will serve as the authoritative record for course administrative purposes, and paper copies of assessments scanned and uploaded to Crowdmark will be destroyed after the term has ended and final grades are approved. If you have questions about how your information is stored on Crowdmark, please contact us at eco.204@utoronto.ca."

ECO204 Quercus: submitting, grading, and detecting plagiarism on course assessments:

• "Normally, students will be required to submit their course essays to the University's plagiarism detection tool for a review of textual similarity and detection of possible plagiarism. In doing so, students will allow their essays to be included as source documents in the tool's reference database, where they will be used solely for the purpose of detecting plagiarism. The terms that apply to the University's use of this tool are described on the Centre for Teaching Support & Innovation web site https://uoft.me/pdt-faq"

"Copyright Policy"

• ECO 204 course materials are copyright protected and belong to the instructor, the University, and/or other sources depending on the specific facts of each situation. Students may download course materials for their own academic use, but cannot copy, share, or use them for any other purpose without the explicit permission of the instructor.

"Accessibility Accommodations":

• The University provides academic accommodations for students with disabilities in accordance with the terms of the Ontario Human Rights Code. This occurs through a collaborative process that acknowledges a collective obligation to develop an accessible learning environment that both meets the needs of students and preserves the essential academic requirements of the University's courses and programs. Students with diverse learning styles and needs are welcome in this course. If you have a disability that may require accommodations, the first step is to contact Accessibility Services.

COURSE POLICIES

"Religious Accommodations":

• The University provides reasonable accommodation of the needs of students who observe religious holy days other than those already accommodated by ordinary scheduling and statutory holidays. You have a responsibility to alert us in a timely fashion to upcoming religious observances and anticipated absences that affect your ability to fully participate in this course. We will make every reasonable effort to avoid scheduling compulsory activities at these times.

"Academic Integrity": For anything that counts towards your course grade:

- You may not receive assistance from another individual. This includes, but is in no way limited to, any online forum or other digital communication as well as any tutoring or assistance service.
- You cannot collaborate with anyone else, nor receive assistance from another individual, on *any* course assessments including the "Project-Case" and Crowdmark HWs.
- Attending a review session organized by a self-described tutoring service during an assessment's availability window is an academic offence. We *will* report all suspected cases of academic misconduct to the Department of Economics and Dean's Office. The consequences can be severe. Being unaware of the policies or what is considered unauthorized collaboration (e.g., plagiarism) is not a defense.
- If you have questions or concerns about what constitutes appropriate academic behavior, please reach out to us at eco.204@utoronto.ca.
- Please know that the University expects you to seek out additional information on academic integrity from the course staff and/or from other institutional resources. The University's Academic Integrity website is an excellent source of information. Further, it is a course requirement that you have read University's Code of Behavior on Academic Matters, especially section B which outlines what are considered academic offences.

"Make-Up Test":

- The *Verification of Illness* (also known as a "doctor's note") is not required. Students who are absent from academic participation for any reason (e.g., COVID, cold, flu and other illness or injury, family situation) and who require consideration for missed academic work should report their absence through the online absence self-declaration form through ACORN (under the Profile and Settings menu). For updates, please reference the University policy for absence declaration.
- Students should also advise their instructor of their absence. Instructors are not automatically alerted when a student declares an absence. It is a student's responsibility to let instructors know that they have used the Absence Declaration so that they can discuss any needed consideration, where appropriate. We may ask the department to confirm absences reported by students to ensure that they have been entered into the system on the dates indicated by a student.
- Effective January 2023: The number of consecutive days in the future that students can declare using the tool in ACORN will change from 14 to 7 calendar days. This means students will be able to declare their absence up to seven days from the current day, plus two days retroactive. No additional information or documentation is required. The ACORN guide for students has also been updated (scroll down FAQs to Profile & Settings subsection).
- To be eligible to take the make-up test, you must, by the start time of the test, declare your absence for that day on Acorn *and* upload this declaration to a form that will be available on the "ECO 204 Course Site" (username and password will be posted on Quercus) the day of the test. Students who do not qualify for writing the make-up test will receive a grade of zero for the missed test.
- Please see the course schedule for the makeup test date.
- Students who miss the final exam must petition the Faculty of Arts and Science for permission to write a deferred examination in a later term.

"Re-grade Requests":

- Re-grade requests must be submitted through a form which will be available for one week (on the "ECO 204 Course Site" [site username and password will be posted on Quercus]) starting one week after the assessment has been returned to students. Re-grade quests will not be accepted before or after this window.
- It is important that you clearly articulate why your response merits additional marks. Pointing to specific passages in either the "chapters", lecture videos, or notes in highly recommended. We will re-read your entire assessment. Your mark could go up, down, or remain unchanged.
- A calculation error does not constitute a "remarking request": in such cases, contact us at eco.204@utoronto.ca.

(TENTATIVE) LIST OF TOPICS IN ECO204 SUMMER 2023

CONSUMER THEORY FINANCE I: INTER-TEMPORAL CONSUMPTION & SAVINGS FINANCE II: FINANCIAL PORTFOLIOS AND CAPM UNCERTAINTY I: MAKING DECISIONS UNCERTAINTY II: RISK AVOIDANCE PRODUCER THEORY COST ANALYSIS MARKET STRUCTURE **COMPETITIVE FIRMS/MARKETS** FIRMS WITH MARKET POWER: DEMAND MODELS AND UNIFORM PRICING FIRMS WITH MARKET POWER: PRICING UNDER UNCERTAINTY FIRMS WITH MARKET POWER: PRICE DISCRIMINATION AND BUNDLING GAME THEORY I: OLIGOPOLISTIC FIRMS (THEORY) GAME THEORY II: OLIGOPOLISTIC FIRMS (APPLIED) ANTI-TRUST AND REGULATION ECONOMICS OF INFORMATION