

ECONOMICS ELECTIVES

Fall 2021

*Immerse yourself
in Economics*



Visit the Economics Department website:

<http://academics.bentley.edu/departments/economics>

A major corporation contemplates the introduction of a new product line. Is there a way to predict the strength of consumer demand? How are consumer decisions influenced by price changes? How does the firm decide what price to charge and how much output to produce? What is the nature of competition in the industry? What strategies do firms use to compete? To learn about these and other interesting concepts in microeconomics, enroll in EC224.

EC 224
INTERMEDIATE PRICE THEORY



Intermediate Price Theory develops and reinforces the theory of price determination introduced in Principles of Microeconomics. In EC 224 Intermediate Price Theory, students gain a thorough understanding of microeconomic theory, which helps explain the operation of markets, the determination of price, and the decision-making processes of firms and consumers. Economic modeling and other useful, analytical tools are developed in the course and utilized to explore microeconomic theory and to demonstrate its relevance in understanding markets and pricing decisions. Among the topics to be studied are consumer choice, market predictions, production and cost analysis, profitability, competitive strategy, tax incidence and price discrimination.

Graphical models are the primary tool of analysis supported by basic algebra and introductory calculus. This course is required for all honors Economics-Finance, Business Economics and Quantitative Economics majors.

Business Related Elective

Prerequisites: EC111 & EC112

Professor: Naveen Sunder, AAC 187, Ext. 7161

Blocks: 12 and 14

Are there ways to predict the strength of market demand? What factors are most important to determining price? Can consumer preferences and buying decisions be assessed in a systematic way? How do firms determine input usage and production levels to minimize costs? Why are some industries highly competitive while others are dominated by a single firm? What competitive strategies facilitate profitability? To learn about these and other interesting concepts in microeconomics, enroll in EC224.

EC 224 - HONORS
INTERMEDIATE PRICE THEORY

Intermediate Price Theory is a field of study concerned with price determination in the marketplace and the interactions among consumers, firms, and government in the market process. Consumer behavior and firm decision-making form the fundamental basis for the course of study. Economic modeling and other useful, analytical tools are utilized to explore microeconomic theory and to demonstrate its relevance to market definition, consumer choice, cost structure, pricing decisions, and competitive strategies.

Among the topics to be studied are market predictions, production technology, cost structure, profit analysis, monopoly power, price discrimination, game theory, asymmetric information, and behavioral economics.

Graphical and quantitative models using basic algebra and calculus are the primary tools of analysis in the course. Real-world applications also are used to illustrate the relevance of microeconomics to consumer and firm decisions. Readings from the economics literature will be used to complement text readings and students will attend an Economics Department seminar as well. This course is required for all honors Economics-Finance, Business Economics and Quantitative Economics majors.

Business-related elective

Prerequisites: EC111 & EC112 (Honors Program Only)

Professor: Patrick Scholten, MOR 189, Ext. 2679

Block: 5

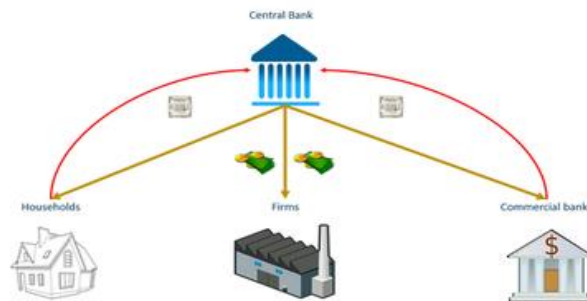
Will you be making or communicating important business decisions? Is it a good time to hire, expand, invest, or launch a new business? Are interest rates likely to rise or fall, is this a good time to issue/buy/sell that stock or bond? Understanding the macro-economy is crucial to those and many other decisions. Do you follow U.S. and world news, economic, financial, and otherwise? Do you want better insights into those reports, issues and policies?

This course explains the workings of the economy and the impact of policy changes, both monetary and fiscal. Learn the impact of the Fed's decisions on the economy and on your sector or business.

Learn the impact of taxes, fiscal budget/deficits, and national debts on the economy. Is the economy booming or in recession? What will it do next year, in the near and long term? What about the rest of the world?

This course will analyze these issues and the business environment around you so you can become a fully engaged participant in important discussions and decisions.

EC 225 **INTERMEDIATE MACROECONOMICS**



This course analyzes the macroeconomic environment in which business operates. We examine reports and measures (GDP, CPI, interest rates, etc.) used to describe the performance of the macro economy. We analyze the economic behavior of households and businesses as well as the determination of key indicators such as national income/GDP, inflation, unemployment, and interest rates.

We examine fiscal policy (the government) and the monetary policy (Federal Reserve/Central Bank) and determine their impact on economy. We study disagreements concerning fiscal and monetary policy, using different macroeconomic approaches.

Throughout the course, we will apply key analytical concepts to real situations and current events. We will also occasionally look at financial markets, stocks and bonds. The course utilizes graphs in addition to some algebra. This course is required for all honors Economics-Finance, Business Economics and Quantitative Economics majors.

Business related elective

Prerequisites: EC111 & EC112

Professor: Elias Bikhazi, MOR 235, Ext. 2413
Block: 10

Professor: Ezgi Kurt
Blocks: 7 & 9

Do you read the newspaper or watch the news on television? Do you want to understand it better? This course explains the workings of the economy and the effects of actions made by policymakers. Learn the effects of Jay Powell's decisions and why he makes them. Learn the effects of the new tax cuts, spending increases and budget deficits on the economy. How does the economic situation today compare with those we have experienced in the past? We will analyze all of these issues using the major macroeconomic frameworks. Learn macroeconomics and better understand the world around you. Impress your friends, impress your boss, take macroeconomics.

EC 225 HONORS
INTERMEDIATE MACROECONOMICS

This course analyzes the macroeconomic environment in which businesses operate. We will begin by examining the nature of the statistics used to describe the performance of the macro economy. The economic behavior of consumers and businesses is analyzed, as is the determination of key macroeconomic indicators such as national income, inflation, unemployment, and interest rates. The fiscal policies of the government and the monetary policies of the central bank are examined to determine their impact on macroeconomic performance. Disagreements concerning fiscal and monetary policies are examined using different macroeconomic theories.

During the course, periodic data-based problem sets are used to apply key analytical concepts, as well as readings on emerging topics in macroeconomic policy and theory, which are used to keep abreast of contemporary macroeconomic developments. In addition, readings on current theory and policy issues will be required. The course utilizes graphs extensively in addition to essays, algebra, and outside readings. This course is required for all honors Economics-Finance, Business Economics and Quantitative Economics majors.

Business related elective

Prerequisites: EC111 & EC112 (Honors Program Only)

Professor: Michael Quinn, AAC 175, Ext.2938

Block: 8

[illegible]

Business Related Elective

Professor: *Onur Altindag, AAC 181, Ext. 7111*

Blocks: 6 and 8

EC299
Game Theory in Economics



Game theory is a set of tools used to study *strategic interdependence*, which means that the payoff (or utility) one agent depends on both action the agent takes and the actions of other agents. There are many everyday-life examples that are modeled using game theory. In business and economics, game theory helps to predict when to enter or exit a market, how to price a product or service, what quantity to produce, how to bid in an auction, bargaining between firms and unions, among other problems. Game theory can also be applied to sports. Should Serena Williams (a very successful tennis player) hit a forehand cross court or down the line? When Cristiano Ronaldo (professional soccer player) is up for a penalty kick, should he kick the ball left, right or down the middle?

This course explores non-cooperative and cooperative game theory with perfect information and imperfect information. The tools are applied to many everyday life and economics/business examples.

Arts & Science Elective

Prerequisites: *Pre-Req: EC111; EC112; MA126; MA139 and may not be taken student who have completed or currently taking MA309*

Professor: ***Patrick Scholten, MOR 189, Ext., 2679***
Block: ***7***

EC 311
INTERNATIONAL ECONOMICS



Today the speed and extent of changes that are taking place in the global market demand that any individual who aspires to conduct business in this increasingly global world must have a fundamental understanding of international economics. Why? Even though businesses operate within a domestic economy, when that domestic economy becomes linked with international economies in complex ways, a knowledge of these links and economic implications becomes essential.

This course aims to provide you with analytical tools that will enable you to understand economic issues relating to international trade and policy. For example, some questions that you will be wrestling with are: Why do nations trade? What determines the pattern of trade? Is it not unfair when the U.S. trades with countries paying low wages?

Why do we not protect our honest workers with tariff walls? Should we not always want a strong dollar to show the world the 'U.S. economic might'? And is not a deterioration of terms of trade bad for a country? What is 'terms of trade' anyway? What is the role of exchange rates in affecting the flows of trade? Why do some countries China, Japan and South-East Asia continue to have undervalued currencies? Why has the U.S. had such huge balance of payment deficits? Why have we accumulated an external debt of more than \$9 trillion over the last 25 years? Can the U.S. continue to go-into debt? These questions are just illustrative of the rich range of issues that will be tackled.

This course will be intellectually satisfying and, at the same time, prepare you for your future in an emerging global economy.

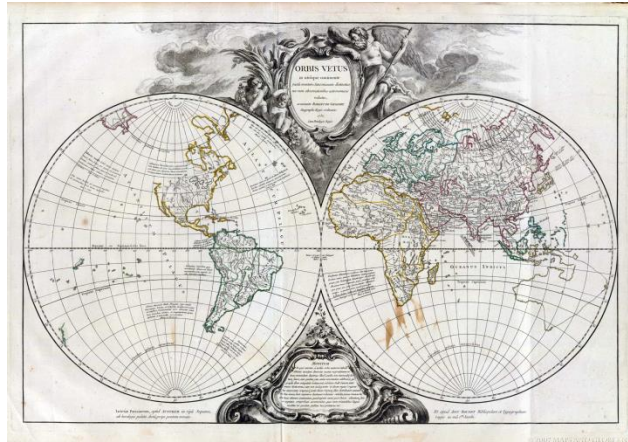
Business Related Elective

Prerequisites: ***EC111 & EC112***

Professor: ***Swati Mukerjee, AAC 183, Ext. 2956***

Block: ***9***

EC 331 MODERN ECONOMIC SYSTEMS



Modern Economic Systems examines the major economic systems of the world, in both theory and practice. The approach will generally focus on encouraging a general understanding of how economic systems work and how economic theory interacts with government policy, history, and culture to explain economic performance. We will begin our analysis by establishing a historical context, exploring the transition from Feudalism to Capitalism. From there we will look at the emergence of several forms of Socialism and Soviet style Communism. From this broader analytical context we will then address the specific economies that exist today. The economies to be examined in detail will include:

- Several advanced market capitalist countries: the United States, Japan, France, Sweden, and Germany.
- The European Union and the current crisis of the “PIGS.”
- The former-socialist economies: the former Soviet Union (Russia) and China (we will spend a great deal of time on China!)
- East Asian economies: South Korea and North Korea. (perhaps also Vietnam, Thailand, and Indonesia)
- In this hemisphere we will want to take a closer look at Brazil, the trading bloc MERCOSUR, as well as a few other countries of note.
- Iran as an example of an Islamic-based economy.
- Buddhist based economic systems.
- India as a global and regional power with a unique path to development.

This course promises to be a fascinating look into a very dynamic and differentiated mix of countries attempting to engage in the “*ordinary business of life*” at a time when the global economy is *anything but ordinary*.

Arts & Science Elective - International Focus

Prerequisites: EC111 & EC112

Professor: Bryan Snyder, AAC 274, Ext. 2446

Block: 11

EC 351
CONTEMPORARY ECONOMIC ISSUES



The coronavirus pandemic has tipped an already faltering U.S. economy into deep recession, with drops in employment, incomes, and GDP, and has shaken economies around the world. This course will cover key controversies—the state of the macroeconomy, fiscal policy and taxation, banking and finance, the social-welfare state, environmental protection, labor and unions, economic inequality, corporations, and the changing global economy. Special attention will be taken as to the “**Economics of Covid-19**” and how it affects the afore mentioned topics.

Arts & Science Elective

Prerequisites: EC111 & EC112

Professor: Bryan Snyder, AAC 274, Ext. 2446

Blocks: 3

EC 373

TECHNOLOGY, INNOVATION & ECONOMIC PERFORMANCE



Innovation and ‘high tech’ are becoming necessities for competitive strength and survival. In terms of firms and industries, this course covers topics including types of innovation, the role of R&D, and characteristics of ‘high tech.’ How does technological innovation affect the way industries evolve? Case studies of innovative companies (e.g., Google, Netflix, BMW) and industries (e.g., biotech, pharmaceuticals, IT) are used to demonstrate business applications of the economic concepts.

We also look at regions and countries, exploring why Silicon Valley has been so successful in attracting innovative people and technology-based firms, and what factors underlie the success of the Massachusetts Innovation Economy. We will address why Sweden ranks #1 as the innovation leader in Europe, as well as how technology and innovation are affecting growth and economic development in countries such as India and China.

Guest speakers from the business community will come to class to discuss their experiences with technology and innovation at the workplace.

Business-Related Elective

Prerequisites: ***EC111 & EC112***

Professor: ***Patricia M. Flynn, MOR 316, Ext. 2991***

Thursday evening: ***6:30pm-9:10pm***

EC 375
THE ECONOMICS OF SPORT



Course Description:

This course allows students to develop a detailed economic understanding of the professional and amateur sports industry. Relying on economic principles and well-developed economic models, the course material analyzes a variety of current-day issues facing the sporting industry. Topics include: competitive balance issues, such as, revenue sharing, salary caps, and luxury taxes; government's role in the sports industry, and; player issues, such as, racial and wage discrimination, free agency, and superstar effects.

Course Goals:

There are four major goals of this course. Each student should achieve the following:

- A better understanding of how the principles of economics apply to the sporting industry.
- An understanding of the overall market structure each major sport operates in.
- An ability to apply economic theory and models to analyze industrial organization, public finance, and labor market issues within the sports industry.
- A strong foundation to understand how economic tools can assist managers with their decision-making process for a variety of current-day, real world applications facing the sports industry.

Course Learning Objectives:

After completing this course a student should have acquired the following:

Knowledge-Demonstration: An ability to critically analyze and discuss from a theoretical perspective a variety of current-day economic issues facing the sports industry. These topics include: market structure issues, ticket pricing strategies, stadium financing issues, and labor market issues.

Skills-Demonstration: An ability to read and better comprehend a variety of published economic information about the sports industry. This includes popular press articles from the major newspapers and magazines, as well as, academic research articles from a variety of scholarly economic journals.

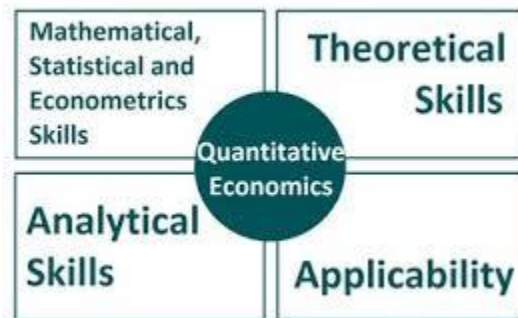
Perspective-Demonstration: An ability to look at the sports industry from a more complete perspective. Initially most students see the sports industry from only a fan's perspective. After completing this course, each student should see the sports industry for what it is- A Business!

Business Related Elective

Prerequisites: EC111, EC112 & (GB210 or GB213)

Professor: Scott Callan, MOR 389, Ext. 2024
Tuesday evening: 6:30pm-9:10pm

EC 425
QUANTITATIVE ECONOMICS



This course covers the main mathematical tools used in economics, finance and quantitative business decision making. The main aspect of the course will be focused on teaching and solving optimization problems faced in modern economics and business studies. Topics include constrained and unconstrained optimization, contemporary and practical techniques of calculus and probability in economic evaluation and business decision making. All topics in this course are taught using currently available, efficient tools and packages of Economics. This course is particularly recommended for students intending to study advanced economics, finance theory, and graduate business courses.

Arts & Science Elective

Prerequisites: MA 131, MA 139 and (Pre-or Co-Req, EC224 or EC225)

Professor: Sacha Gelfer, AAC 167, Ext. 2737

Block: 12

EC 431
RESEARCH IN BUSINESS ECONOMICS



This capstone course is designed to introduce you to the fundamentals of business economic research. Through a series of examples of economic research, you will learn how to apply economic reasoning to public policy evaluation and business decisions in a variety of microeconomic settings. The course will teach you a variety of statistical models that economists use.

Specific course topics include: demand analysis and elasticity measurement; evaluation of the impact of public policies; strategic product pricing initiatives; cost, production and profit measurement and analysis; and the impact of incentives on behavior in a variety of interesting contexts.

As the capstone course, students are required to prepare an independent, comprehensive research project. This project will introduce students to the entire economics research process: identifying an interesting, focused research question that can feasibly be answered, reviewing theory that is closely related to the question and identifying testable implications of the theory, finding data needed to answer the question, and employing the proper econometric techniques needed to confront any challenges the nature of the data may present.

Business Related Elective - **COMMUNICATION INTENSIVE**

Prerequisites: ***EC224 & (ME or EF major or IP) & (CC7 or WP)***

Professor: ***Dhaval Dave, AAC 195, Ext. 2268***

Blocks: ***6 and 11***

Have you ever wondered:

Why do financial markets pay so much attention to the Fed? How low can interest rates go? How will the euro affect the economies of Western Europe? What does Monetary Policy do? Find the answer to these and many other questions in EC391.

EC 441
MONETARY ECONOMICS



An understanding of monetary policy is essential for anyone working in the financial markets because monetary policy has an important impact on inflation, interest rates, unemployment, and output. This has become even more evident with the recent financial and credit market crises.

This course will take an especially close look at how monetary policy impacts the major financial markets, particularly the bond market. After reviewing the link between monetary policy and the macro-economy we will consider monetary policy in some detail. The course will focus on some of the major issues faced by U.S. monetary policymakers as we discuss the tools, targets, and goals of Federal Reserve policy and consider the current debates over the direction of U.S. monetary policy.

In the final section of the course we will shift our analysis to the international arena. This will include an evaluation of the impact of monetary policy on both spot and forward exchange rates. We will also examine the relative merits of fixed and flexible exchange rate systems. This analysis will then be applied to various real world cases such as the EMU, currency boards, and exchange rate crises.

Business Related Elective - COMMUNICATION INTENSIVE

Prerequisites: FI305 & (FI 306, or FI 320) & EC225 & (CC7 or WP)

Note: May not be taken by students who have completed EC211

Professor: Sacha Gelfer, AAC 167, Ext. 2737

Block: 4

Professor: Laura Jackson Young AAC 173, Ext. 2871

Block: 6 and 8

Professor: David Gulley, AAC 189, Ext. 2355

Block: 13

EC 454
College Fed Challenge



Do you have an interest in monetary policy? Do you wonder how and why the Federal Reserve implements the policies it does? The recent and rapid deterioration in economic conditions has placed a renewed and sometimes critical perspective on the role of the Federal Reserve. By taking this course, you too can be a “participant” in the monetary policy process!

EC454 will expose selected students to a rigorous exploration of advanced macroeconomic and monetary economics concepts with a special emphasis on the conduct of monetary policy by the Federal Reserve. During the semester, students will read chosen articles, write policy briefings and make policy oriented presentations. All aspects of the course will emphasize teamwork. The culminating experience of the course will be participation in the 2017 College Fed Challenge (CFC) in November. The CFC is a prestigious monetary policy debate competition sponsored by the Federal Reserve System. Teams from area colleges make monetary policy presentations to a panel of judges made up of economists from the Boston Fed. The winner of the competition at the Boston Fed goes on to compete at the national championships at the Federal Reserve headquarters in Washington, DC.

Approximately 8 to 10 students will be accepted to enroll in EC454 and participate in the College Fed Challenge through a competitive application process prior to registration. The course is three credits, and can be used as an *EC elective*, *business related elective* or *unrestricted elective* towards degree requirements.

Business Related elective - COMMUNICATION INTENSIVE

Prerequisites: EC111 & EC112 & Instructor’s permission required

Professor: Laura Jackson Young, AAC 173, Ext. 2871

Professor: Dave Gulley, AAC 189, Ext. 2355

Monday and Thursday evening: 5:00pm - 7:20 pm