



Course: ECO 3000 – Principles of Economics
Instructor: Dr. Xavier Aguilar Milanés
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Period: Fall 2011
Course location: Room 102
Class schedule: Wednesday 17:00-20:00
Units: 3
Grading: Letter

I. Rationale

This course will allow the student to develop a solid basis of the principles, techniques, structure, process and practical application of economics both macro and micro in a real world setting.

“Alliant International University educates citizens of the world, ensuring the acquisition of knowledge and competencies that are essential to live, lead, and solve problems in a global society.”

Alliant’s Mission Statement

Alliant International University prepares students for professional careers of service and leadership, and promotes the discovery and application of knowledge to improve the lives of people in diverse cultures and communities around the world.

Alliant is committed to excellence in four areas:

1. **Education for Professional Practice**
Alliant’s educational programs are designed to give students the knowledge, skills, and ethical values they need to serve and lead effectively in a variety of professional settings. Alliant graduates are expected to achieve mastery of a body of knowledge and be able to apply that knowledge in professional practice in order to achieve desired and beneficial outcomes.
2. **Scholarship**
Scholarship in the Alliant context includes the discovery of new knowledge; the discovery of new applications of knowledge to solve practical problems; the integration of knowledge in new ways; and innovation in teaching knowledge and professional competencies.
3. **Multicultural and International Competence**



Alliant is an inclusive institution committed to serving diverse populations around the world by preparing professionals to work effectively across cultural and national boundaries; by increasing the number of professionals working in underserved areas; and by understanding and responding to the needs of diverse communities.

4. Community Engagement

Alliant's faculty, students, alumni, and staff are dedicated to making a positive difference in the world through professional education and practice. We measure the success of our university, in part, by the impact we have, both directly and indirectly, on the welfare of individuals, families, organizations, and communities.



CALENDAR FALL 2011

FALL SEMESTER 2011

Aug. 1 Monday: Last day to register for Fall Semester without paying a late fee

Aug. 22-27 Monday – Saturday: New student orientation -- Attendance is mandatory for new students

Aug. 29 Monday: Instruction begins for Fall Semester [full-term (16-week) and Session 1 (8-week) courses]

Sept. 13 Tuesday: Add/Drop Deadline for Fall Semester full-term courses. Last day to drop a full-term course for 100% refund

Friday, September 16-- Mexican Independence Holiday—NO CLASSES

Sept. 23 Friday: Last day to withdraw from Fall Semester Session 1 courses in good standing

Oct. 21 Friday: Last day to withdraw from Fall Semester full-term courses in good standing

Oct. 22 Saturday: *Alliant Makes A Difference Day*

Oct. 23 Sunday: Last day of Fall Session 1 courses

Oct. 24 Monday: Instruction begins for Fall Semester Session 2 (8-week) courses

Wednesday, NOVEMBER 2 –Día de los Muertos Holiday—NO CLASSES

Nov. 4 Friday: Fall Semester Session 1 grades due to Registrar's Office

Nov. 18 Friday: Last day to withdraw from Fall Semester Session 2 courses in good standing. Fall Semester Session 1 grades available on-line

Monday, November 21 --Mexican Revolution Holiday—NO CLASSES

Nov. 28 Monday: Registration for Spring Semester begins

Dec. 11 Sunday: Last day of Fall Semester full-term courses

Dec. 12-18 Monday – Sunday: Final Examinations; make up classes (in case of holidays, etc.); semester-end activities

Dec. 18 Sunday: Last day of Fall Semester Session 2 courses

Dec. 26 Monday: Last day to register for Spring Semester without paying a late fee

Jan. 6 Friday: Fall Semester full-term and Session 2 grades due to Registrar's Office

Jan. 13 Friday: Fall Semester grades available on-line

ALLIANT INTERNATIONAL UNIVERSITY—MEXICO CITY 2012

SPRING SEMESTER 2012

Jan. 17 -20 Tuesday – Friday: New student orientation/Attendance is mandatory for new students

Jan. 23 Monday: Instruction begins for Spring Semester [full-term (16-week) and Session 1 (8-week) courses]

Feb. 6 Monday: Add/Drop Deadline for Spring Semester full-term courses. Last day to add or drop a full-term course without late fee. Last day to drop a full-term course for 100% refund

II. Course Description, Purpose, Student Learning Outcomes, and Assessment:

A. Course Description

Students will gain an understanding of the usefulness and practical application of economics to the business entity and will be better prepared to apply the tools learned to make better business decisions.

B. Purpose of the Course

Students will have the opportunity to review, question, and integrate knowledge previously acquired and apply it in the analysis of international business operations. They will be able to develop key business skills and learn how to put these into practice.

C. Specific Learning Outcomes:

The generic learning outcomes for a degree in business are:

1. **Concepts** – Demonstrate an understanding of international business history, contexts, concepts, actors, and ideas.
2. **Multiculturalism and Global Diversity** – Demonstrate appreciation for multiculturalism and global diversity.
3. **Critical analysis** – Demonstrate competent critical, analytical, and independent thinking.
4. **Collaborative Problem-Solving and Communication** – Demonstrate ability to understand others and problem-solve in a collaborative manner, and demonstrate competence in oral and written communication as it relates to business.

More specifically, students will be able to:

- 1) Identify the theory and principles of economics in relation to the real world.
- 2) Distinguish and analyze the different fields of economics.
- 3) Relate the applicability of the tools and techniques of both macro and micro economics to the best interests of the enterprise.
- 4) Plan the short, medium and long term goals of the business entity in connection with the economic indicators, variables and forecasts.
- 5) Analyze the price structure and setting in which the firm has to compete.
- 6) Demonstrate practical knowledge in the application of economic principles to the activities of the enterprise.
- 7) By the application of the economic principles learned be better able and prepared to manage economic entities.

D. Instructional Strategy

The format of this course will be primarily class discussion, student presentations, and lectures, but may also include group work and other activities. We may also have a presentation given by a business professional.

E. Description of Course Requirements and Assessment Methods

Class participation and discussions, reading assignments, written assignments, speeches, and the writing up of outlines and notes for presentations.

Assessment Methods:

- 1) Class participation (20 points): Course outcomes will be identified. Emphasis will be placed on preparation and participation considering originality of contribution and class discussions responsibility.
- 2) Class presentations (20 points): Topics, exercises and problems will be assigned for class discussion; these will be presented in the form of analysis followed by a class analytical discussion of their relevance and financial reporting implications.
- 3) Attendance (10 points): Will be taken in every session according to the University regulation.
- 4) Homework (written) (20 points): Will be assigned in each session and students are to hand it in at the beginning. The instructor will, in that session or the following have a class discussion of the content or topic and give the necessary explanations or points of view.
- 5) Exams and quizzes (30 points): there will be 2 midterms and a final consisting of a theoretical exam of the material covered and a practical take-home based on update topics or situations. Quizzes will be given at random of the material covered the previous session.

Principal Rubrics:

APA style is the University's adopted style manual for all courses. Students should consult the 5th edition of the *Publication Manual of the American Psychological Association* (2001) for more information, available at www.apastyle.org. Further references are available by website for OWL Publishing at Purdue University. The website address for accessing the research report link at Owl Publishing is:

<http://owl.english.purdue.edu/workshops/hypertext/reportW/introduction.html> under: "Writing Lab" – "Workshops and Presentations" – "Reports" - "Understanding the Sections of Your Report."

General Format Structure of the Papers and the Research Report

These must be written in Ariel font, double spaced, 11 points. For other specific information regarding, for example, pagination protocol, students are advised to consult the aforementioned source.

Front Material

Front material includes a Title page, Abstract, Table of Contents, List of Tables, (if applicable), and a List of Figures, (if applicable).

Introduction

The introduction provides essential information for the understanding of the case (who, what, where, when, why, and how). It sets the scene as well as the specific context for the detailed analysis which follows in the body of the report. It also identifies the key issues to be discussed, and points the reader in the general direction the report is to follow.

Methodology

In accordance with Appendix 1 (p.295), the case report must include the following: internal analysis (including financial analysis), strategic issues, strategic alternatives, recommendations, and implementation.

Back Material

Back material includes Footnotes, (unless it has been decided by the choice of format style to incorporate the reference sources in the text or body of the report), Bibliography or Works Cited (alphabetical order), and Appendices (optional), e.g., glossary, indices, maps, photographs, correspondence, etc.

Bibliography or Works Cited

Appendices

Appendices are optional, but this category includes everything that is not included in the primary sections of the report, and the heading must be used if information is included in the back of the report.

Research Paper scoring rubric:

Grammar and Punctuation	The paper has no major grammatical and punctuation errors and very few minor errors. Minor errors do not interfere with the understanding of the paper. (5 pts)	The paper has a few major errors and multiple minor errors, but almost all sentences are clear and understandable. (4 pts)	The paper has so many basic grammar errors that the paper cannot be readily understood. (0 pts)
Style of paper	Presentation style assured real learning by reader and engaged the	Presentation style was adequate to advance reader	Style of paper was confusing to reader. (0 pts)

	reader. (5 pts)	learning. (4 ps)	
Presentation of research and design to class	Presentation was engaging for classmates. (5 pts)	Presentation was interesting but lacked clarity and explanation. (4 pts)	Presentation lacked clarity and was not engaging of fellow students in the class. (0 pts)
Adherence to APA style	Paper demonstrated full adherence to APA style. (5 pts)	Paper demonstrated partial adherence to APA style. (3 pts)	Paper failed to utilize APA style. (0 pts)
Organization	Writing is clear, logical, and very organized around a developed thesis. (25 pts)	Writing has minimal organization and a basic thesis statement. (15 pts)	The paper is unclear with no organization. (0 pts)
Support	Every important point is clearly supported by strong evidence. (25 pts)	The use of evidence is minimal, but it does support the thesis. (15 pts)	The paper does not attempt to support a thesis. (0 pts)
Analysis	Analysis shows a strong relationship between evidence and thesis. (30 pts)	Analysis of the evidence stretches its meaning in an attempt to support the thesis. (20 pts)	The paper does not attempt to explain how the content relates to the thesis. (0 pts)

Final Grade Rubric:

Final Percentage Points	Final Letter Grade
95 - 100	A
93 - 94	A-
91 - 92	B+
88 - 90	B
86 - 87	B-
84 - 85	C+
81 - 83	C
79 - 80	C-
77 - 78	D+
74 - 76	D
72 - 73	D-
0 - 71	F

III. Texts

Paul A. Samuelson, *Economics*, 17th Edition (McGraw Hill)
ISBN – 0-13-149945-9

Magazines: *The Economist*
News and World Report
The Wall Street Journal

IV. Policies and Procedures:

1. Policies Related to Class Attendance, Lateness, Missed Exams or Assignments

The University expects regular class attendance by all students. Each student is responsible for all academic work missed during absences. When an absence is necessary, students should contact the instructor as courtesy and to check for assignments. See the University Catalog for the complete policy on attendance. Attendance criteria for this class are: 80% attendance required; students may enter up to 15 minutes after the scheduled start of classes.

2. Information on Participation/types of participation required by the course

The instructor requires that each student participate as much as possible in the classroom, based on previous experiences and knowledge pertinent to the class, and on related preparation previously completed as part of homework.

3. Instructor Assumptions

It is the wish of the instructor to have the content and practices used in this course as up-to-date and relevant to real-world situations as possible. Thus, the instructor assumes that students have a solid foundation in the basic concepts of business administration.

Students are always welcome to discuss this course or other academic issues with the instructor during office hours. The instructor will also be happy to make an appointment for another time if office hours are not convenient. Students should not hesitate to ask if they have any questions or problems.

4. Responsibility to Keep Copies

Students are expected to retain a photocopy of ALL major assignments/papers that they submit.

5. Respectful Speech and Actions

Alliant International University, by mission and practice, is committed to fair and respectful consideration of all members of our community, and the greater communities surrounding us.



All members of the University must treat one another as they would wish to be treated themselves, with dignity and concern.

As an institution of higher education, Alliant International University has the obligation to combat racism, sexism, and other forms of bias and to provide an equal educational opportunity. Professional codes of ethics (e.g., from the APA for psychology students) and the Academic Code shall be the guiding principles in dealing with speech or actions that, when considered objectively, are abusive and insulting.

6. Academic Code of Conduct and Ethics

The University is committed to principles of scholastic honesty. Its members are expected to abide by ethical standards both in their conduct and in their exercise of responsibility towards other members of the community. Each student's conduct is expected to be in accordance with the standards of the University. ***The complete Academic Code, which covers acts of misconduct, including assistance during examination, fabrication of data, plagiarism, unauthorized collaboration, and assisting other students in acts of misconduct, among others, may be found in the University Catalog.*** The University reserves the right to use plagiarism detection software.

7. Disability Accommodations Request

If you need disability-related accommodations in this class, please see the instructor privately. All accommodations must be requested in a timely manner (at least two weeks ahead of time) with a letter of support for Alliant's Office of Disability Services. If you have questions about accommodations, please contact Ms. Vania Quiroz or the Office of Disability Services.

8. Policy on Course Requirements During Religious Holidays

Alliant International University does not officially observe any religious holidays. However, in keeping with the institution's commitment to issues of cultural diversity as well as humanitarian considerations, faculty are encouraged to appreciate students' religious observances by not penalizing them when they are absent from classes on holy days. Alliant International University faculty will be sensitive to these matters. Students should be similarly respectful of faculty members' right to observe religious days.

9. Resources for Obtaining Tutoring or Other Student Support Services

Tutors are available to help students with course-based or exam-based needs. Contact the Director of Student Support Services for information on obtaining tutoring – or other student support services – on your campus.

10. Problem Solving Resources

If problems arise with faculty, other students, staff, or student support services, students should use the University Problem Solving Procedures located on the web at

[http://www.alliant.edu/academic/studentproblemsolving/Student Grievance Policy.pdf](http://www.alliant.edu/academic/studentproblemsolving/Student_Grievance_Policy.pdf)
 contact the University Ombudsperson at jlewis@alliant.edu.

or

V. Course Schedule:

Reminder that the Syllabus is Subject to Change

The following is the general structure and content of the course. Students should remember that the exact content and schedule of the syllabus is subject to change without prior notice to meet student, faculty, or other needs. We may spend more time on some topics, as needed, and conversely, may move more quickly over other topics.

<i>Dates</i>	<i>Topic</i>	<i>Bibliography</i>
_____	1.- Course outline and organization.	_____
_____	2.- Economics. General concepts.	1
_____	3.- Markets and government in a modern economy.	2
_____	4.- Macroeconomics. Concept, Scope and applications.	20
_____	5.- Business cycles. Economic Activity.	23
_____	6.- Inflation. Price stability.	32
_____	7.- GDP. National output and income.	21
_____	8.- Macroeconomic policies, policies for growth and stability.	20
_____	9.- Economic development.	28
_____	10.- Presentations.	_____
_____	11.- Mid term.	_____
_____	12.- Basic elements and applications of supply and demand.	3&4
_____	13.- Demand and consumer behavior.	5
_____	14.- Competition. Perfect and imperfect.	8
_____	15.- Variations of competition.	10
_____	16.- How markets determine incomes.	12
_____	17.- Presentations.	_____
_____	18.- Final.	_____



Appendix: Alliant Mission, Values, Professional Practices and Competencies

A. Alliant Mission

Description: Alliant's mission is:

Alliant International University prepares students for professional careers of service and leadership, and promotes the discovery and application of knowledge to improve the lives of people in diverse cultures and communities around the world.

Purpose: The purpose of this anchor is to ensure that the Program fits within the University and School mission and vision.

B. Alliant Core Values

Description: The Alliant Core Values are Integrity, Intellectual Advancement, Diversity, Social Responsibility, Innovation, Stewardship, Partnership and Collaboration.

Purpose: The purpose of this anchor is to ensure that Alliant's Programs are planning and operating in accordance with Alliant's Core Values.

C. Alliant Professional Practice University Components of Excellence from the Mission

Description: The four components of a professional practice university explained in Alliant's mission are:

- Education for Professional Practice
- Scholarship
- Multicultural and International Competence
- Community Engagement

Purpose: The purpose of this anchor is to ensure that the 4 components of Alliant as a professional practice university are incorporated into the Programs.

D. Professional Practice Competencies

Description: The Alliant Professional Practice Competencies (A-IMPACT) are:

- A discipline-specific body of knowledge and research/scholarship
- Insight into the context of practice
- Multicultural/International competence
- Professional literacies
- Application of knowledge and research in new ways
- Conduct, judgment, dispositions and ethics
- Team-based and multidisciplinary approaches

Purpose: The purpose of this anchor is to ensure that the competencies are part of all Alliant's Programs (at an appropriate level) and thus become a hallmark of an Alliant Program.