



Final Exam: In Class Thursday, December 04, 2025 6:00 PM – 9:10 PM

Basic Course Information

Term:	Fall 2025	Instructor Name:	Joe Silverman
Course Title & #:	Econ 101 (Principles of Microeconomics)	IVC E-Mail:	Joe.Silverman@Imperial.edu
CRN #:	10093	Plan B E-Mail:	JoeTheEconGuy@Outlook.com
Classroom:	811	Office #:	809E
Class Days:	Tuesdays	Office Hours:	Monday – Thursday 2:00 PM – 4:00 PM
Class Dates:	August 11 – December 06, 2025	Zoom Office Hours Link: https://Imperial-edu.zoom.us/j/82782537763	
Class Meeting Times:	6:00 PM – 9:10 PM	Office	809E
Units:	3.0	Emergency Contact:	Andres Martinez Andres.Martinez@Imperial.edu
California Articulation Number (CAN Identifier)	Econ 1 Refer to this number for transfer to Cal State or UC	Class Format:	Face-to-Face

I monitor my e-mails and the Canvas Inbox on a daily basis, including **most** weekends. Please however, give me 36 hours to respond. If I haven't responded to your message in 36 hours, please by all means send me a follow up Inbox message or e-mail, and of course verify that the e-mail address you used to contact me was typed correctly.

Course Description

This introductory course focuses on choices of individuals and individual firms and what guides decision making in market-based economies. Emphasis given to scarcity, opportunity cost, resource allocation, supply and demand, elasticity, market failures, cost theory, price and output determination under various market structures, factor markets and the principles of economic analysis. (CSU, UC)

Course Prerequisite(s) and/or Corequisite(s)

Prerequisite: MATH 091 with a grade of "C" or better.

Student Learning Outcomes

1. Organize and prioritize costs and benefits of a given issue. Write an analysis using the available data.
2. Illustrate and utilize the supply and demand model to predict price and quantity changes in markets given changes in the determinants of supply and demand.
3. Think at the margin and use marginal thinking to solve problems.

Important Dates

ADD DATE: The last day to add or drop this class is 08–14–2025

“W” DROP DATE: The last day to drop this class to avoid receiving an “F” is 09–18–2025

Course Objectives

1. Evaluate basic microeconomic concepts such as scarcity, opportunity cost and marginal thinking.
2. Illustrate and understand the supply and demand model and use the model to predict price and quantity changes in markets given changes in the determinants of supply and demand.
3. Determine the equilibrium price in a market.
4. Illustrate the effects of price floors and price ceilings.
5. Identify and evaluate elasticity of demand and its importance in price setting.
6. Analyze labor markets and be able to demonstrate the reasons for wage differentials.
7. Demonstrate knowledge of labor unions and labor strategies in the marketplace.
8. List and explain basic market failures and what government can do to correct for them.
9. Differentiate short run from long run: including cost curves and economic profit.
10. Explain the basic parameters of perfect competition and be able to draw the supporting graphs.
11. Analyze markets operating under imperfect competition; monopolistic competition, oligopoly.
12. Compare and contrast monopoly with other market structures.

Textbooks & Other Resources or Links

Economics with *MindTap*, 14 Edition, Arnold, Roger, Arnold Daniel, Arnold David, Cengage. ISBN: 978-0-357-72039-4

Students are required to use *MindTap* for online homework and assignments. If you buy a copy of the printed text please make sure that this purchase provides you with access to *MindTap*. Less expensive options are available to students by purchasing the e-text and *MindTap*, or purchasing *Cengage Unlimited*. We will be discussing e-text/printed textbook/homework platform options in class.

Please access the e-text using the link provided in Module 00: Getting Started on the course's Canvas page. Cengage is a publisher independent of Imperial Valley College. During the drop/add period, students will have no cost access to the e-text and *MindTap*. Purchasing the printed text is optional.

Required and Recommended Technology and Supplies

Below is a list of supplies and/or technology that are helpful, recommended or required to be successful in this course.

Required	Access to a personal computer	Recommended	Pen(s) and Pencil(s)
Required	Internet access	Recommended	Notebook paper
Recommended	Access to computer printing	Required	Scantron (Form 882-E)
Required	E-Mail account	Scantron or Grademaster forms	
		will be required for quizzes and exams.	

NOTE: Even though this is a face-to-face course, students are expected to have access to a personal computer and a high speed Internet connection. Now that campus has re-opened, you may access the campus computers with T1 connections to the Internet. (The Learning Resource Center/Library should have computer workstations available to students.)

NOTE: You may find some of recommended supplies useful for this course. For example, using paper and pencil to graph problems (questions) may lead you to the correct answer on a quiz or exam.

Course Requirements and Instructional Methods

Grades are based on the individual student's accumulation of points for assignments. Even though scores will be posted on Canvas students are **highly encouraged** to **ACTIVELY** track their points accumulation throughout the course. The points for individual assignments are provided below.

NUMBER	ASSIGNMENT	POINTS EACH	TOTAL POINTS	PCT of GRADE
1	MindTap Homework ¹	100.00	100.0	10.0%
1	SLO Assignment	100.00	100.0	10.0%
8	Quizzes ²	12.50	100.0	10.0%
4	Exams ³	125.00	500.0	50.0%
1	Comprehensive Final Exam⁴	200.00	200.0	20.0%
GRAND TOTAL POINTS			1,000.0	100.0%

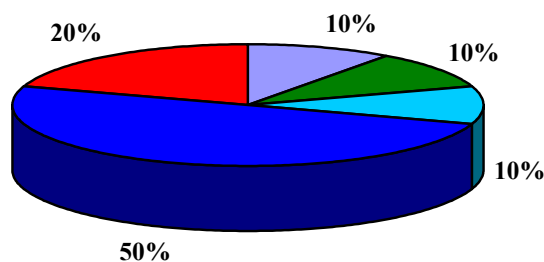
1 Students will receive 100 MindTap homework points for completing assignments by deadline.

2 Ten quizzes will be given, the top eight will be counted.

3 If a student misses an exam, for whatever reason, the points from the missed exam will be added to the final exam.

4 The final exam will be comprehensive on the last day of class, Thursday, July 24, 2025.

Points Table



■ MindTap Homework1 ■ SLO Assignment ■ Quizzes2 ■ Exams 3 ■ Comprehensive Final Exam4

If you miss an exam, **for whatever reason**, the points from the missed exam will be added to your final exam, and no make-up exams offered. You will also be allowed to drop your two lowest quiz scores. If you miss up to two quizzes, those quizzes will count as your drop quizzes. Missed quizzes beyond the first two will count as zeros.

Course Grading

Principles of Microeconomics is a grade only course. Measurable course objectives and minimum standards, are determined by the college, the economics department and the instructor. The grades table shown below is based on the approved student performance objectives established for this course, **without a curve**.

LETTER GRADE	INTERPRETATION	PCT	TOTAL POINTS	GRADE POINTS
A	Excellent	90.0%	900.0	4.0
B	Good	80.0%	800.0	3.0
C	Satisfactory Progress	70.0%	700.0	2.0
D	Passing - Less than Satisfactory	60.0%	600.0	1.0
F	Failing	<60.0%	<600	0.0

In the event a curve is needed, the break points between letter grades will be adjusted.

Extra Credit

“When you are through learning you’re through.” John Wooden, Head Coach, UCLA Men’s Basketball
“Failing to prepare is preparing to fail.” John Wooden, Head Coach, UCLA Men’s Basketball

Generally I do not offer extra credit because I have found that extra credit opportunities tend not to achieve the goal of helping students improve their grade. Please do not expect any opportunities for extra credit.

Academic Honesty (Artificial Intelligence -AI)

IVC values critical thinking and communication skills and considers academic integrity essential to learning. Using AI tools as a replacement for your own thinking, writing, or quantitative reasoning goes against both our mission and academic honesty policy and will be considered academic dishonesty, or plagiarism unless you have been instructed to do so by your instructor. In case of any uncertainty regarding the ethical use of AI tools, students are encouraged to reach out to their instructors for clarification.

Financial Aid

Your Grades Matter! In order to continue to receive financial aid, you must meet the Satisfactory Academic Progress (SAP) requirement. Making SAP means that you are maintaining a 2.0 GPA, you have successfully completed 67% of your coursework, and you will graduate on time. If you do not maintain SAP, you may lose your financial aid. If you have questions, please contact financial aid at FinAid@Imperial.edu.

Course Policies

- Regular attendance in all classes is expected of all students. A student whose continuous, unexcused absences exceed the number of hours the class is scheduled to meet per week may be dropped. For online courses, students who fail to complete required activities for two consecutive weeks may be considered to have excessive absences and may be dropped.
- Electronic Devices: Cell phones and electronic devices must be turned off and put away during class, unless otherwise directed by the instructor.
- Food and Drink are prohibited in all classrooms. Water bottles with lids/caps are the only exception. Additional restrictions will apply in labs. Please comply as directed by the instructor.
- Disruptive Students: Students who disrupt or interfere with a class may be sent out of the room and told to meet with the Campus Disciplinary Officer before returning to continue with coursework. Disciplinary procedures will be followed as outlined in the [General Catalog](#).
- Children in the classroom: Due to college rules and state laws, only students enrolled in the class may attend; children are not allowed.
- When interacting online, students are to comply with the following rules of netiquette: (1) identify yourself, (2) include a subject line, (3) avoid sarcasm, (4) respect others' opinions and privacy, (5) acknowledge and return messages promptly, (6) copy with caution, (7) do not spam or junk mail, (8) be concise, (9) use appropriate language, and (10) use appropriate intensifiers to help convey meaning [do not use ALL CAPS or multiple exclamation marks (!!!)].
- Plagiarism is taking and presenting as one's own the writings or ideas of others, without citing the source. You should understand the concept of plagiarism and keep it in mind when taking exams and preparing written materials. If you do not understand how to "cite a source" correctly, you must ask for help.
- Cheating is defined as fraud, deceit, or dishonesty in an academic assignment, or using or attempting to use materials, or assisting others in using materials that are prohibited or inappropriate in the context of the academic assignment in question.
- Anyone caught cheating or plagiarizing will receive a zero (0) on the exam or assignment, and the instructor may report the incident to the Campus Disciplinary Officer, who may place related documentation in a file. Repeated acts of cheating may result in an F in the course and/or disciplinary action.
- All students are expected to create a profile in *MindTap* in the first week because there will be assignments in *MindTap* in this course, possibly including quizzes and exams. Creating a profile in *MindTap* does not cost a student anything out of pocket, so there is no excuse for not having created a profile by the end of the first week. Failure to establish a profile in *MindTap* is grounds for being dropped.
- No student will be allowed to make up past assignments because that student does not have access to necessary course material, including Canvas or *MindTap*. While this is a face-to-face class, students understand that they will need to have access to a computer to perform at least some of the assignments.
- High speed WiFi, computer workstations with high speed connections are available to all Imperial Valley College students in the library/learning center. Anyone lacking a computer, high speed internet or both should make arrangements to use the resources available to them in the library/learning center.



Disabled Students Program and Services (DSPS)

Imperial Valley College is committed to providing its students with access to education. If you have documented special need that affects your learning or performance on exams or papers, you will need to contact the Disabled Students Program and Services (DSPS) or the office of the Americans with Disabilities Act (ADA) Coordinator within the first week of class.

Please also self-identify yourself to me within the first two weeks, so I can also work with you.

A representative of Disabled Students Programs and Services can be reached at:

Voice: 760-355-6434 (DSPS)
760-355-6314 (ADA Coordinator)
Hours: 8:00 AM – 5:00 PM
E-Mail: DSPS@ImperialValley.edu
Internet: <https://www.Imperial.edu/students/dsps/index.html>

The DSPS office will help you determine what accommodations are available for you. If you are requesting my assistance utilizing any authorized accommodations, please contact me as soon as possible.

IVC Student Resources

IVC wants you to be successful in all aspects of your education. For help, resources, services, and an explanation of policies, visit <http://www.Imperial.edu/StudentResources> or click the heart icon in Canvas.

Anticipated Class Schedule

(MATERIAL AND SEQUENCE OF COVERAGE IS SUBJECT TO CHANGE)

LECTURE	TOPIC(S)	CHAPTER
01	What Economics is About	01
02	Production Possibilities Frontier Framework	02
03	Supply and Demand: Theory	03
04	Prices, Free, Controlled and Relative	04
04	Supply, Demand, and Price: Applications	05
05	Elasticity	19
EXAM 1		
06	International Trade	34
07	BOP and Foreign Exchange (FX)	35
08	Consumer Choice	20
09	Public Choice	32
10-A	Theory of the Firm	Lecture
10-B	Cost and Production	21
EXAM 2		
11	Perfect Competition	22
12	Monopoly	23
13	Monopolistic Competition, Oligopoly and Game Theory	24
14	Anti Trust and Government Regulation	25
EXAM 3		
15	Externalities, Common Resources and Public Goods	31
16	Factor Markets (Labor, Capital, and Natural Resources)	26 and 27
17	Distribution of Income and Poverty	28 and 29
EXAM 4		
COMPREHENSIVE FINAL EXAM		

Anticipated Assignment Calendar

(MATERIAL AND SEQUENCE OF COVERAGE IS SUBJECT TO CHANGE)

Econ 101 (10093) Principles of Micro-Economics - Fall 2025				
Tuesdays				
	Monday	Tuesday	Wednesday	Thursday
AUGUST	11	12 Intro Class	13	14
	18	19 Quiz 01	20	21
	25	26 Quiz 02	27	28
SEPTEMBER	01 Labor Day	02 Quiz 03	03	04
	08	09 Exam 01 (Lectures 1 - 5)	10	11
	15	16 Quiz 04	17	18
	22	23 Quiz 05	24	25
	29	30 Quiz 06	01	02
OCTOBER	06	07 Exam 02 Lectures (6 -10)	08	09

(MATERIAL AND SEQUENCE OF COVERAGE IS SUBJECT TO CHANGE)

Econ 101 (10093) Principles of Micro-Economics - Fall 2025				
Tuesdays				
	Monday	Tuesday	Wednesday	Thursday
OCTOBER	13	14	15	16
	20	21 Quiz 07	22	23
	27	28 Quiz 08	29	30
NOVEMBER	03	04 Exam 03 (Lectures 11 - 14)	05	06
	10	11 Quiz 09	12	13
	17	18 Quiz 10 Exam 04 (Lectures 15 - 17)	19	20
	24	25	26	27 Thanksgiving
	01	02 FINAL EXAM	03	04