



Final Exam Deadline: Online, 11:59 PM Pacific, Friday, April 17, 2026

Basic Course Information

Term:	Spring 2026	Instructor Name:	Joe Silverman
Course Title & #:	ECON 101 (Principles of Microeconomics)	IVC E-Mail:	Joe.Silverman@Imperial.edu
CRN #:	20083	IVC E-Mail:	Preferred Contact Method
Classroom:	404	Plan B E-Mail:	JoeTheEconGuy@Outlook.com
CAN:	Econ II	Emergency Contact:	Todd Hansink
Units:	3.0		Department Chair
Class Days:	Mondays and Wednesdays		Todd.Hansink@Imperial.edu
Class Dates:	February 17 - April 17, 2026	Office Location:	809E
Class Meeting Times:	9:40 AM - 11:05 AM	Office Hours:	Monday - Thursday
Class Format:	100% Online (Asynchronous)		2:00 PM - 4:00 PM
		Zoom Office Hours Link:	https://imperial-edu.zoom.us/j/86722938620
Degree or Certificate:	Required course for associates degree or technical certificate in Business Management		

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). This course is a hybrid format.

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

There are no prerequisites to register for ECON 101.

Important Dates

ADD DATE: The last day to add this class is Friday, February 23, 2026.

NO "W" DROP DATE: The last day to drop this class is Tuesday, February 24, 2026.

REFUND DEADLINE: The last day to apply for a full refund is Monday, February 23, 2026.

CENSUS DATE: Wednesday, February 18, 2026.

"W" DROP DATE: The last day to drop this class to avoid receiving an "F" is Wednesday, March 25, 2026

Please keep track of these important dates/deadlines. Any student enrolled beyond Wednesday, March 25, 2026 will receive a letter grade based on work completed. If, for whatever reason, you are not able to complete the course, please be sure to drop yourself before the "W" drop deadline.

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.

Course Objectives

- Evaluate basic microeconomic concepts such as scarcity, opportunity cost and marginal thinking.
- 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.
- Determine the equilibrium price in a market.
- Illustrate the effects of price floors and price ceilings.
- Identify and evaluate elasticity of demand and its importance in price setting.
- Analyze labor markets and be able to demonstrate the reasons for wage differentials.
- Demonstrate knowledge of labor unions and labor strategies in the marketplace.
- List and explain basic market failures and what government can do to correct for them.
- Differentiate short run from long run: including cost curves and economic profit.
- Explain the basic parameters of perfect competition and be able to draw the supporting graphs.
- Analyze markets operating under imperfect competition; monopolistic competition, oligopoly.
- Compare and contrast monopoly with other market structures.

Textbooks & Other Resources or Links

Principles of Economics with *MindTap*, 10th Edition, Mankiw, N Gregory. ISBN: 978-0-3577-2271-8

Students are **required** to use *MindTap* for online homework, quizzes and exams. (This is a short term, 8 week, hybrid class, which means there must be a platform for students to complete their assignments, and *MindTap* is that platform.) 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*. I will discuss e-text/printed textbook/homework platform in an online video explaining setting up a *MindTap* profile.

Please access the e-text and *MindTap* using the link provided in Module 0.0: 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 (expensive) printed text is optional. Purchasing *MindTap*, which provides students with access to the e-text at no extra cost, is **a requirement**.



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: You may find some of recommended supplies useful for this course. For example, using paper and pencil to take notes may lead you to the correct answer on a quiz or exam.

NOTE: This is a hybrid class. Students registered for this class are expected to have access to a personal computer and a reliable high speed Internet connection because homework, quizzes and exams will be completed online. Students who lack access to these two items at home can use the campus computers with T1 connections to the Internet. (The Learning Resource Center/Library has computer workstations available to students.) In any event, **lacking access to a reliable high speed internet connection will not be a justification for granting extensions/make ups on assignments.**

Course Grading

Introduction to Business is a grade only course. Measurable course objectives and minimum standards, are determined by the college, the Business 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.

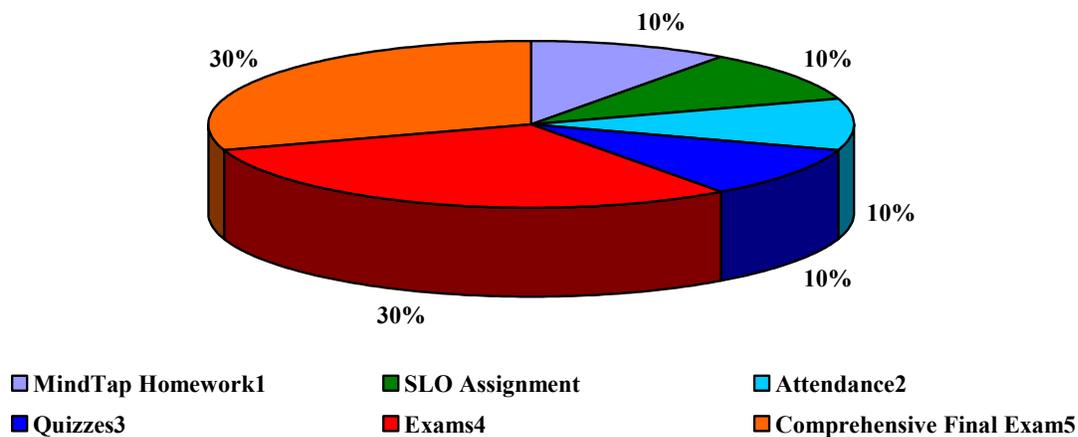
Course Points and Instructional Methods

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%
14	Attendance ²	7.14	100.0	10.0%
8	Quizzes ³	12.50	100.0	10.0%
3	Exams ⁴	100.00	300.0	30.0%
1	Comprehensive Final Exam⁵	300.00	300.0	30.0%
GRAND TOTAL POINTS			1,000.0	100.0%

- MindTap homework does not include quizzes and exams in MindTap.
- Students are permitted two tardies or unexcused absences.
- Ten quizzes will be given, the top eight will be counted.
- If a student misses an exam, for **whatever reason**, the points from one missed exam will be added to the final exam.
- The final exam will be comprehensive and will be due on the last day of class, Friday, April 17, 2026.

Points Table



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.



IMPERIAL VALLEY COLLEGE

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 extra credit is not offered 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 or extra assignments.

Course Requirements

Attendance: “Eighty-five percent is just showing up.” Attendance will be taken at the very beginning of class. All students start the semester with 100.0 attendance points. Ten points will be deducted for each absence and five points will be deducted for each tardy. In addition, if you miss more than four class meetings, you may be dropped for excessive absences. Having said that, if you can no longer participate in this course, please drop yourself. At the end of the term, if I have not dropped you (for whatever reason), and you have completed few assignments, the letter grade you earned will be based on your performance on the assignments you have completed. I have no way of issuing anything other than an evaluative (letter) grade on *WebStar*.

Missed Assignments and Makeups: There will be NO MAKEUPS!!!! This is a hybrid course where students are provided with ample time to take quizzes and exams online. All quizzes and exams will be available for students to take over a period of 3 days (72 hours) that often includes a Saturday. The final exam will have a three day window in which students can take it. Under these circumstances there is very little reason for students to miss an assignment. The three exams and a comprehensive final exam will cumulatively count for 60.0% of your grade. The remainder of your grade will be determined by online quizzes (10.0%), the SLO assignment (10.0%) and *MindTap* Homework (10.0%) and attendance (10.0%). If you miss one exam, your exam grade will be determined by your score on the remaining exams and the final exam. (The points for the first missed exam will be rolled into the points on the final exam.) If you miss a second exam, you will receive a zero on that exam, but the points for that exam will NOT be rolled into your final exam.

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.

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.



Disabled Students Program and Services (DSP&S)

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.

Artificial Intelligence (AI)

Students may use AI in preparing/studying for quizzes and exams, **but may not use AI when taking quizzes and exams**. Any discrepancy between answers to a quiz or exam question provided by the instructor, and an answer provided by AI will be resolved by the **REAL Intelligence**, not the Artificial Intelligence.

Course Policies

- All students are expected to create a profile in *MindTap* in the first week because this is a 100% online class, with many of the assignments being performed in *MindTap*, 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* in the first week 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*.
- Because this is a hybrid class, students understand that they will need to have access to a computer with a reliable high speed information connection to perform assignments (homework, quizzes and exams).
- 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.
- Electronic Devices: Cell phones and electronic devices must be turned off and put away during class unless otherwise directed by the instructor. No Cell Phone Calculators may be used during examinations. Only basic math calculators may be used. Points will be deducted for exhibiting a pattern of taking breaks to wander around. Points will be deducted for appearing to be sleeping.

Academic Integrity and Violations of Academic Integrity

- 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. In addition, students found to be in violation of rules concerning academic integrity may be subject to disciplinary action which can include:
 - ◇ Formal Warning (Student will be required to meet with the Dean of Student Activities)
 - ◇ Reprimand (Written notice of further disciplinary action)
 - ◇ Disciplinary Probation
 - ◇ Disciplinary Suspension (Exclusion from class privileges for a period of time)
 - ◇ Expulsion (Termination of student status)
 - ◇ Remanding (Formal Hearing)

Anticipated Class Schedule

(MATERIAL AND SEQUENCE OF COVERAGE IS SUBJECT TO CHANGE)

LECTURE	TOPIC(S)	CHAPTER
01	Ten Principles of Economics	01
02	Thinking Like an Economist	02
02	Interdependence and Gains from Trade	03
03	The Market Forces of Supply and Demand	04
04	Supply and Demand and Government Policies	06
04	Consumers, Producers and Market Efficiency	07
05	Elasticity and its Applications, and Tax	05 & 08
06	International Trade	09
07	BOP and Foreign Exchange (FX)	Lecture
EXAM 1		
08	Consumer Choice	22
09	Public Choice	23
10-A	Theory of the Firm	
10-B	The Cost of Production	14
11	Perfect Competition	15
12	Monopoly	16
13	Oligopoly and Monopolistic Competition	17 & 18
14	Anti-Trust and Government Regulation	
EXAM 2		
15	Externalities	10
15	Public Goods and Common Resources	11
16	Factors of Production	19
17	Earnings and Discrimination	20
17	Income Inequality and Poverty	21
EXAM 3		
COMPREHENSIVE FINAL EXAM		



IMPERIAL VALLEY COLLEGE

Anticipated Assignment Calendar

(MATERIAL AND SEQUENCE OF COVERAGE IS SUBJECT TO CHANGE)

Only Major Assignments are Shown Below. Please refer to the course's Canvas page or in class announcements for individual homework assignments.

Econ 101 Principles of Microeconomics - Spring 2026						
Mondays Through Saturdays						
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
February	16 Prez Day 2	17 First Day of Class	18 Establish Cengage Profile	19 MindTap HW 01 Due	20 Quiz 01 Due (Canvas) DB 01 Due	21 Quiz 02 Due (MindTap) DB 02 Due
	23	24	25 Quiz 03 Due (MindTap) DB 03 Due	26 MindTap HW 02 Due	27 Quiz 04 Due (MindTap) DB 04 Due	28
March	02	03	04 DB 05 Due	05 MindTap HW 03 Due	06 Quiz 05 Due (MindTap)	07 Exam 01 (Lectures 1 - 7) (MindTap)
	09	10	11 DB 06 Due	12 MindTap HW 04 Due	13 Quiz 06 Due (MindTap)	14



IMPERIAL VALLEY COLLEGE

Anticipated Assignment Calendar (Continued)

(MATERIAL AND SEQUENCE OF COVERAGE IS SUBJECT TO CHANGE)

Only Major Assignments are Shown Below. Please refer to the course's Canvas page or in class announcements for individual homework assignments.

Econ 101 Principles of Microeconomics - Spring 2026						
Mondays Through Saturdays						
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
March	16	17 St. Patty's Day	18 DB 07 Due	19 MindTap HW 05 Due	20 Quiz 07 Due (MindTap)	21 Exam 02 (Lectures 8 - 14) (MindTap)
	23	24	25 DB 08 Due	26 MindTap HW 06 Due	27 Quiz 08 Due (MindTap)	28 Exam 03 (Lectures 15 - 17) (MindTap)
	30	31	01 DB 09 Due	02 MindTap HW 07 Due	03 Quiz 09 Due (MindTap)	04 SLO Assignment
April	06 Spring Break	07 Spring Break	08 Spring Break	09 Spring Break	10 Spring Break	11 Spring Break
	13	14	15 DB 10 Due	16 MindTap HW10 Due Quiz 10 (MindTap) Due	17 Final Exam (Lectures 1 -17)	18