



The banner features a dark background with silhouettes of people's heads. On the left, there is a circular gauge with a needle pointing to 55% and a dashed vertical line at 75%. On the right, there is a line graph with multiple data series. The Georgia State University logo and the text 'ANDREW YOUNG SCHOOL OF POLICY STUDIES' are visible in the upper right corner.

## ECON 2106 Principles of Microeconomics

Fall 2025

**What is Economics? You might be surprised to learn that it is not all about money. It is much broader than that. Economics can help you answer many of life's most interesting and pressing questions.** This course provides a systematic study of human and firm behavior within the context of the production, distribution, and consumption of goods and services. Economics is really about making optimal decisions, so you will learn to apply economics concepts to make optimal decisions in your own life. Microeconomics focuses on choices made by individual consumers and firms, how those choices are made, and the impacts they have on society.

## Course Goal & Objectives

The goal of this course is for you to learn how to think analytically about the economic forces at work in society. You will learn both a specific set of analytical tools and how to apply them to current policy issues. By the end of this course you should be able to:

1. Define the concept of Scarcity.
2. Define Opportunity Costs, demonstrate how they affect economic decisions, and identify these costs in a given economic decision.
3. Explain and apply the concepts of Marginal Benefits and Marginal Costs to determine optimal economic decisions for both consumers and firms.
4. Describe the Benefit-Cost Principle and apply the principle in a given economic decision.
5. Accurately explain the way in which economists use marginal, average, total, fixed, variable, and sunk, and the relationships among them.
6. Determine in a given economic decision which costs and benefits are relevant and which are not.
7. Recognize and interpret a Demand Curve and a Supply Curve, and identify the underlying determinants of each.
8. Describe the concepts of Excess Demand, Excess Supply, and Equilibrium Quantities and Prices, and predict changes in each as a result of changes in the underlying determinants of market demand and supply or government intervention.
9. Differentiate between a Change in Demand and a Change in the Quantity Demanded.

10. Define the general concept of Elasticity for different variables in the demand or supply function.
11. Identify the differences between a perfectly competitive market and an imperfectly competitive market and the implications of each for economic outcomes.

## Professor Mahta Ghafarianghadim

**Contact Email:**

mghafarianghadim1@gsu.edu

**Office Location:**

Park Place NE, Desk 628D

**WebEx Office Hours:**

Thursdays 10:30 am -12:00 pm, and by appointment in person or on [Webex](#)

- **Email me with your GSU email only.**
- Faculty cannot respond to emails other than official GSU student emails.

### Prerequisites

MATH 1001 (Quantitative Reasoning) or MATH 1111 (College Algebra).

### Course Modality

- ✓ This course meets face-to-face on Tuesdays and Thursdays 2:15 – 3:30 pm in Langdale 600 for lectures and discussions
- ✓ Various assignments and exams are completed online
- ✓ Office hours are in-person located in my office

### Performance & Evaluation

#### McGraw Hill Connect Assessments

- ✓ There are 11 modules of course material, each with accompanying assessments in Connect.
- ✓ The top 10 scores will be averaged for each of the Connect assessment categories.
- ✓ There are no make ups or deadline extensions on any of the assessments.

#### Exams

- ✓ Exams will be administered online.
- ✓ There are no make ups or deadline extensions.
- ✓ The % score on Exam 4 will replace the lowest % score of the first 3 Exams.

## Grade Components



### McGraw Hill Connect

- Adaptive Learning Activities = 25%
- Practice Quizzes = 25%  
(max of 2 attempts per practice quiz)

50%



### Exams

- Exam 1 = 10%
- Exam 2 = 10%
- Exam 3 = 10%
- Exam 4 (Comprehensive Final) = 20%

50%

## Grading Scale

This course uses a plus/minus grading system. Letter grades are assigned based on the following scale:

Letter Grade	Final Course Score	Letter Grade	Final Course Score
A+	98% - 100%	C+	78% - 79%
A	93% - 97%	C	73% - 77%
A-	90% - 92%	C-	70% - 72%
B+	88% - 89%	D	60% - 69%
B	83% - 87%	F	Less than 60%
B-	80% - 82%		

# ECON 2106 Principles of Microeconomics

This is a Core IMPACTS course that is part of the Social Sciences area.

Core IMPACTS refers to the core curriculum, which provides students with essential knowledge in foundational academic areas. This course will help master course content, and support students' broad academic and career goals.

This course should direct students toward a broad Orienting Question:

- How do I understand human experiences and connections?

Completion of this course should enable students to meet the following Learning Outcome:

- Students will effectively analyze the complexity of human behavior, and how historical, economic, political, social, or geographic relationships develop, persist, or change.

Course content, activities and exercises in this course should help students develop the following Career-Ready Competencies:

## ✓ Intercultural Competence

- Developing knowledge, skills and behaviors that support effective and appropriate interaction in a variety of cultural contexts.

## ✓ Perspective-Taking

- Considering perspectives other than one's own and allowing new information, differing opinions, and others' experiences to impress upon one's thinking, understanding, and appreciation of others.

## ✓ Persuasion

- Using messages that are intentionally designed to appeal to another's reason, emotions, or both, in order to enact change.

## Helpful notes on how you can be successful in this class:

Here are some important notes on how you can be successful in this class:

### ✓ Time Management is Critical

This course involves quite a lot of active engagement in an online environment. While you have some flexibility for when you choose to complete the assignments, you must meet the deadlines. There are no make ups for any missed work, so it's important to complete the work on time. Set aside time each week to work on the course and stay on schedule.

### ✓ Economics is all around you

Try to relate the concepts you are learning in this class to your everyday life. Think critically about how the knowledge you gain can be transferred to other contexts (maybe to another section of this course, a future course, or elsewhere in your life).

### ✓ Focus on the **why**, not the **what**

As you are working on assignments, be sure to focus on the **why**, not the **what**. In other words, you should be less interested in determining **what** the answer is, and more concerned about **why** it's the answer. This will better prepare you to apply economics to your assignments, exams, and to everyday life.

### ✓ Use Resources Available Wisely

Get to know students in your class and form virtual study groups to discuss the material outside of class. Take advantage of the [SI sessions](#), [Undergraduate Economics Tutoring Lab](#) and resources available at [GSU's Keep Learning website for students](#).

### ✓ Please Visit Me

I truly love microeconomics and I am committed to helping you understand the concepts. I also enjoy working through questions you may have, so feel free to set up a time to meet with me. If anything doesn't make sense while you are studying, do not hesitate to email me with questions, comments, or concerns.

## Required Textbook

*Principles of Economics*, 3e by Asarta & Butters package with the publisher McGraw Hill Connect online learning activities. ISBN: 978-1-260-93300-0

- You can purchase access to Connect directly from McGraw Hill or from the GSU bookstore (online or in-person).
- A print companion of the book is available for separate purchase directly from McGraw Hill, but it is not required.

# Course Schedule & Assignments

Unless otherwise noted, deadlines are 11:59pm. **Activities in red font are graded assignments.**

Module & Topic	What to Do	Due Date
Course Intro		
Welcome & Course Introduction	<ul style="list-style-type: none"> <li>Read the course overview information</li> </ul>	Before Starting Course Work
Syllabus & Schedule	<ul style="list-style-type: none"> <li>Read through the syllabus online and/or download the PDF and save</li> </ul>	
Connect	<ul style="list-style-type: none"> <li>Get registered for Connect</li> <li>Complete the Course Prep &amp; Prerequisites Module in Connect</li> </ul>	Before Module 1
Pre-Semester Survey	<ul style="list-style-type: none"> <li>Complete the Student Pre-Semester Survey</li> </ul>	08/26/25
Section 1		
1. Fundamentals - What is Economics?	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li><b>Complete Adaptive Learning Activity</b></li> <li><b>Complete Practice Quiz</b></li> </ul>	09/02/25 (Tuesday due to Labor Day)
2. Demand & Supply	<ul style="list-style-type: none"> <li>Watch videos and answer questions (2)</li> <li>Read relevant pages in ebook</li> <li><b>Complete Adaptive Learning Activity (2)</b></li> <li><b>Complete Practice Quiz (1)</b></li> </ul>	09/08/25
3. Market Equilibrium & Policy	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li><b>Complete Adaptive Learning Activity</b></li> <li><b>Complete Practice Quiz</b></li> </ul>	09/15/25
Exam 1	<ul style="list-style-type: none"> <li><b>Complete Exam 1</b></li> <li>Choose a 1-hour time during availability window</li> <li>Opens 8am on 09/18/25; closes 11:59pm on 09/22/25</li> </ul>	09/18/25 to 09/22/25
Exam 1 Reflection	<ul style="list-style-type: none"> <li>Complete Exam 1 Reflection</li> <li>Opens 12:01am 09/20/25; closes 11:59pm on 09/23/25</li> </ul>	09/20/25 to 09/23/25
Section 2		

Module & Topic	What to Do	Due Date
4. Elasticity	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li>Complete Adaptive Learning Activity</li> <li>Complete Practice Quiz</li> </ul>	09/29/25
5. Market Efficiency & Distortions: Taxes & Price Controls	<ul style="list-style-type: none"> <li>Watch videos and answer questions (2)</li> <li>Read relevant pages in ebook</li> <li>Complete Adaptive Learning Activity (2)</li> <li>Complete Practice Quiz (1)</li> </ul>	10/06/25
Exam 2	<ul style="list-style-type: none"> <li>Complete Exam 2</li> <li>Choose a 1-hour time during availability window</li> <li>Opens 8am on 10/09/25; closes 11:59pm on 10/13/25</li> </ul>	10/09/25 to 10/13/25
Section 3		
Mid-Semester Survey	<ul style="list-style-type: none"> <li>Complete the Student Mid-Semester Survey</li> </ul>	10/14/25-10/15/25
6. Market Failures	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li>Complete Adaptive Learning Activity</li> <li>Complete Practice Quiz</li> </ul>	10/20/25
7. Consumer Choice	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li>Complete Adaptive Learning Activity</li> <li>Complete Practice Quiz</li> </ul>	10/27/25
8. Production & Costs	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li>Complete Adaptive Learning Activity</li> <li>Complete Practice Quiz</li> </ul>	11/03/25
Exam 3	<ul style="list-style-type: none"> <li>Complete Exam 3</li> <li>Choose a 1-hour time during availability window</li> <li>Opens 8am on 11/06/25; closes 11:59pm on 11/10/25</li> </ul>	11/06/25-11/10/25
Section 4		
9. Perfect Competition	<ul style="list-style-type: none"> <li>Watch videos and answer questions</li> <li>Read relevant pages in ebook</li> <li>Complete Adaptive Learning Activity</li> <li>Complete Practice Quiz</li> </ul>	11/17/25

Module & Topic	What to Do	Due Date
10. Pure Monopoly	<ul style="list-style-type: none"> <li>• Watch videos and answer questions</li> <li>• Read relevant pages in ebook</li> <li>• Complete Adaptive Learning Activity</li> <li>• Complete Practice Quiz</li> </ul>	12/01/25
11. Monopolistic Competition & Oligopoly	<ul style="list-style-type: none"> <li>• Watch videos and answer questions</li> <li>• Read relevant pages in ebook</li> <li>• Complete Learning Activity</li> <li>• Complete Practice Quiz</li> </ul>	12/08/25
Section 5		
Exam 4	<ul style="list-style-type: none"> <li>• Complete Exam 4 – final and comprehensive</li> <li>• Choose a 2.5-hour time during availability window</li> <li>• Opens 8am on 12/10/25; closes 11:59pm on 12/15/25</li> </ul>	12/10/25-12/15/25
Course Conclusion		
Final Steps	<ul style="list-style-type: none"> <li>• Complete the Student Post-Semester Survey</li> <li>• Complete the End of Course Activities Module in Connect</li> </ul>	12/15/25

# Support Statements

## Inclusivity Statement

I understand that students in my courses come from a variety of backgrounds and perspectives. I am committed to providing a learning environment that respects diversity. To build this community, I ask all members to:

- Share their unique experiences, values and beliefs
- Be open to the views of others
- Honor the uniqueness of their colleagues
- Appreciate the opportunity that we have to learn from each other in this community
- Value each other's opinions and communicate in a respectful manner
- Keep confidential discussions that the community has of a personal (or professional) nature

## GSU Diversity Statement

Georgia State University values diversity and is committed to fostering and maintaining an educational environment which appreciates individual differences in all areas of operation including classroom instruction, texts, and materials. To this end, any actions, practices, or processes by any faculty, staff person, or student that discriminates against or is prejudicial toward any person or group based on race, gender, age, religion, ethnicity, nationality, disability, sexual orientation, or socioeconomic status will not be tolerated.

## Students in need of Accommodations

Students who wish to request accommodation(s) for a disability may do so by connecting with the Access and Accommodations Center (AACE), see <https://access.gsu.edu/student-resources/>. To receive academic accommodations, a student must have an Accommodation Letter issued by AACE and provided to instructors of classes in which accommodations are sought.

For more information, contact the GSU Access and Accommodations Center (AACE)

Phone: (404) 413-1560, Email: [access@gsu.edu](mailto:access@gsu.edu), Website: [access.gsu.edu](https://access.gsu.edu)

Address: Student Center East, Suite 304, 55 Gilmer Street, Atlanta, GA 30303

## Student Success Programs at Georgia State

GSU offers many programs to help students succeed. See <https://success.students.gsu.edu/> for more information on programs such as [Academic Coaching](#) or [Success Workshops](#).

## Veterans & Serving Military

Georgia State honors its military and veteran men and women returning to pursue their education. Students who are veterans, serving in the military, their dependents, and the survivors of serving military are encouraged to avail themselves of a full range of college services and activities through the Military Outreach Center (MOC).

For assistance or guidance while attending GSU on campus or online, contact the Atlanta Campus Military Student Advocate, DeWayne Johnson, at 404-413-2331. Also, please be sure and let me know ASAP if or when there is any possibility of you being activated and deployed. Thank you for your service!

For more information contact the GSU Military Outreach Center

Phone: (404) 413-2331, Email: [djohnson273@gsu.edu](mailto:djohnson273@gsu.edu), Website: [military.gsu.edu](http://military.gsu.edu)

Address: 217 Dahlberg Hall, Atlanta, GA 30303

## Basic Needs Statement

Students who face challenges securing their food or housing and believe this may affect their performance in a course are urged to contact the Dean of Students for support. Notify the professor if you are comfortable in doing so. This will enable us to provide resources that we may possess. The [Embark Program at GSU](#) provides resources for students facing homelessness.

Panther's Pantry also offers additional support to students in need of assistance with academics, housing, employment, mental health, and more. For additional information, visit <https://pantry.gsu.edu> or email [pantherspantry@gsu.edu](mailto:pantherspantry@gsu.edu).

## FERPA Statement

In keeping with USG and university policy, this course website will make every effort to maintain the privacy and accuracy of your personal information. Specifically, unless otherwise noted, it will not actively share personal information gathered from the site with anyone except university employees whose responsibilities require access to said records. However, some information collected from the site may be subject to the Georgia Open Records Act. This means that while we do not actively share information, in some cases we may be compelled by law to release information gathered from the site. Also, the site will be managed in compliance with the Family Educational Rights and Privacy Act (FERPA), which prohibits the release of education records without student permission. For more details on FERPA, [go here](#).

## Sexual Harassment Statement

In instances of sexual misconduct, the present instructor(s) and teaching assistants, are designated as Responsible Employees who are required to share with administrative officials all reports of sexual misconduct for university review. If you wish to disclose an incident of sexual misconduct confidentially, there are options on campus for you do so. For more information on this policy, please refer to the [Sexual Misconduct Policy](#) which is also published in [Student Code of Conduct Handbook](#).

## Campus Carry Statement

The Campus Carry legislation allows anyone properly licensed in the state of Georgia to carry a handgun in a concealed manner on university property with noted exceptions. Information about the law can be found at <https://safety.gsu.edu/safety-and-you/#1>. It is the responsibility of the license holder to know the law. Failure to do so may result in a misdemeanor charge and may violate the Georgia State Student Code of Conduct.

## Campus Safety

Georgia State University values the safety of all university community members on all of our campuses. To promote campus safety, the university is providing the LiveSafe app free for all students, faculty, and staff. This app provides a quick, convenient, and discrete way to communicate with the GSU police. I strongly recommend that you download the app from either the Apple App Store or Google Play. You can sign-up for Panther Alerts and learn more about LiveSafe by visiting the GSU LiveSafe webpage: <https://safety.gsu.edu/livesafe/>. In addition, please make sure you have the campus police numbers in your phone.

- For emergencies call 404-413-3333
- For non-emergencies and to request a safety escort call 404-413-2100
- If you are hearing impaired call 404-413-3203

## Online Course Evaluations

Your constructive assessment of this course plays an indispensable role in shaping improvements of all courses within this program and your educational experiences at Georgia State. Please take time to fill out the online course evaluations. We appreciate honest, open, and constructive feedback.

## Policies

### Academic Integrity

All students are responsible for knowing and adhering to [GSU's Policy on Academic Honesty](#) as published in [Student Code of Conduct Handbook](#). Special notes about exams: Don't be a free rider - you cannot ask people (your classmates or others) or the internet for help during exams. Don't be a job-creator or an entrepreneur. You cannot pay people to help you. You cannot help people for payment (or for free).

### Disruptive Student Behavior

Students are expected to behave properly in the shared student learning environment – so as not to interfere with the learning environment of others in the class. Students not adhering to these rules/guidelines may be asked to leave the class and may be subject to an administrative withdrawal (depending on the severity of the infraction). For an online course, this includes disruptive behavior in the course website(s). See the [Student Code of Conduct Handbook](#) for more information on GSU's policy on disruptive student behavior in the classroom or other learning environment.

### Unauthorized Public Posting and Distribution of Course Materials

The selling, sharing, publishing, presenting, or distributing of instructor-prepared course lecture notes, videos, audio recordings, or any other instructor-produced materials from any course for any commercial purpose is strictly prohibited unless explicit written permission is granted in advance by the course instructor. This includes posting any materials on websites such as Chegg, Course Hero, OneClass, Stuvia, StuDocu and other similar sites. Unauthorized sale or commercial distribution of such material is a violation of the instructor's intellectual property and the privacy rights of students attending the class and is prohibited.

### Semester Dates

**The course syllabus provides a general plan for the course; deviations may be necessary.**

Important University dates can be found [here](#).

### Withdrawals, Incompletes, and Grade Changes

Students who withdraw after the midpoint of each term will not be eligible for a "W" except in cases of [Emergency Withdrawal](#). Also, see [Withdrawal Policy](#), [Repeat to Replace Policy](#), and [Grade Appeal and Change \(including Incomplete Grades\) Policy](#).

## AYSPS Career Services & Alumni Office

The [Andrew Young School of Policy Studies](#) provides career support and leadership development services to all AYSPS students and alumni. If you are interested in career building activities and are in the Atlanta area go to [career.aysps.gsu.edu](http://career.aysps.gsu.edu). If you are out of the area, please contact the office to schedule a phone or online consultation with the Career Services department.

## GSU College to Career Initiative

Georgia State aims to make career preparedness a large part of a student's academic pursuits. The [College to Career initiative](#) develops curricular enhancements that help students become **aware** of career [competencies](#), **connect** those competencies to the work they do in the major and **demonstrate** their proficiency of transferable skills. I encourage you will think of this as you take this gateway course.