

LINCOLN UNIVERSITY
Econ 20A: Principles of Economics: Macroeconomics
COURSE SYLLABUS
Department of Business and Economics
Fall 2020

Lecture Schedule: Tuesday, 9:00-11:45 PM
Credit: 3 units
Level: Introductory (I)
Instructor: Prof. Ken Germann, MBA, JD
Office Hours: **Tuesday 8:30-9:00 AM** and TBA
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Textbook: **Macroeconomics**
ISBN-978-1260-507-058

CATALOG DESCRIPTION

Survey is made of American economic institutions; introduction to the methods of economic analysis, fundamental concepts, and discussion of current economic problems. The course considers institutions; national income analysis; money and banking; fiscal policy; markets; income distribution and international trade. 3 units.

STUDENT LEARNING OUTCOMES

After this course:

- Students will understand the fundamentals of macroeconomics. PLO1, ILO 2a
- Students will be able to solve macroeconomics problems. PLO2, ILO 2,6a
- Students will be able to assess problems and develop corresponding strategies PLO4, ILO 2a, 5a
- Students will be expected to make sound ethical judgements. PLO5, IO4a, 5a

PROCEDURES AND METHODOLOGY

Lecture method is used in combination with marketing case studies. The emphasis will be on learning by doing. Every student must participate in an intensive classroom activity.

Assignments and projects require students to actively use resources of the library. Detailed guide to business *resources of the library* as well as the description of Lincoln University approach to *information literacy* are available at the [Center for Teaching and Learning](http://ctl.lincolnuca.edu) website (ctl.lincolnuca.edu).

COURSE PROJECT

Every student in the class, working as a team, must design and implement a plan for developing an economic analysis and plan for an existing company. Final project is due the next to the last class, will be presented orally on the last day of class.

REQUIREMENTS/HOMEWORK

Continuous assessment is emphasized. Four questions, posted on the board, and assigned readings are

required every week. Reading, writing and “business case study” assignments will be scheduled throughout the course. There will be late penalty for late submissions. Plagiarism will result in the grade “F” and a report to the administration.

ATTENDANCE

Students are expected to attend each class session. If you cannot attend a class due to a valid reason, please notify the instructor prior to the class. There will be no make-up assignments.

EXAMS

Both midterm and final exams are structured as written essays to answer the given questions. Examples to illustrate and references to text and lectures mandatory. Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class.

GRADING

Class Questions	200 points
Mid-term exam	150 points
Final exam	150 points
Course Project - Written 50	
Oral 50	<u>100 points</u>
Total	600 points

564-600	A	444-461	C
540-563	A-	420-443	C-
522-539	B+	402-419	D+
504-521	B	379-401	D
480-503	B-	360-378	D-
462-479	C+	359 + below	F

COURSE SCHEDULE

Lectures Topic

1. Economic reasoning
Read Chapters: 1-3
2. Supply and Demand
Read Chapters: 4-5
3. Economic growth
Read Chapters: 6-7
4. Keynesian Economics
Read Chapter: 8
5. Classic Model
Read Chapter: 9
6. Financial and Monetary
Read Chapter: 10-12
7. Review and take for Midterm
Read Chapters: 1-12
8. Debt and Fiscal Policy
Read Chapter: 13-14

9. Macro Economics Problems
Read Chapter: 15-16
10. Globalization
Read Chapter: 17
11. International Trade
Read Chapter: 18
12. International Fiscal Policy
Read Chapters: 19
13. Macro Policy in Global setting
Read Chapters: 20
14. Globalization in Developing Countries
Read Chapters: 21-22
Final Exam Chapters 13-22
15. Final Exam Chapters 13-22 due
Written Group Project Due

COMMENTS

- * Participation is required. What you put into the class will determine what you get out of it - and what others get out of it.
- * Please come on time. Late arrivals disturb everyone else.
- * If you miss a class, you are responsible for getting notes on the material covered from a classmate.
- * To avoid distracting noise in class, cellular phones must be turned off or the ringing mode silenced.
- * Questions and comments during the class are welcome. Do not hesitate to ask questions - do not leave anything unclear for you.

MODIFICATION OF THE SYLLABUS

The instructor reserves the right to modify this syllabus at any time during the semester. Announcements of any changes will be made in the class.

INSTRUCTOR BIO

My first career was in operations for manufacturers. I worked as an expeditor, quality control inspector, junior chemist, front line supervisor and plant manager. I was lucky enough to be a poverty attorney during the “War on Poverty”. My third career was as a producer, director, script writer and actor for a murder mystery company. For the past thirty years I have had a consulting firm, specializing in management and marketing problems, both domestically and internationally.

Like many students, I pursued four degree programs while working full time. My passion is teaching. I have over thirty years of teaching graduate and undergraduate business classes. I have had the opportunity to work and travel to 193 countries.

Revised: August 1, 2020