



SYLLABUS

1. Information about the programme

1.1 Institution of higher education	“Alexandru Ioan Cuza” University of Iasi
1.2 Faculty	Faculty of Economics and Business Administration
1.3 Department providing the discipline	Department of Economics and International Relations
1.4 Beneficiary department	Department of Management, Marketing and Business Administration
1.5 Field of study	Business Administration
1.6 Level	Undergraduate
1.7 Programme of studies / Qualification	Business Administration

2. Information about the discipline

2.1 Discipline name	Microeconomics						
2.2 Course coordinator	Professor Laura MAXIM, PhD.						
2.3 Seminar coordinator	Oana-Maria COZMA, PhD. Student						
2.4 Year of study	I	2.5 Semester	I	2.6 Type of assessment	M/E	2.7 Discipline status *	C

* C – Compulsory / E – Elective

3. Total estimated time (hours allotted to teaching activities per semester)

3.1 Number of hours per week	4	of which: 3.2 lecture	2	3.3 seminar/lab	2
3.4 Number of hours in the curriculum	56	of which: 3.5 lecture	28	3.6 seminar/lab	28
Time distribution					hours
Study of the textbook, course-book, bibliography and lecture notes					32
Additional research in the library, online and on the field					22
Preparation of seminars/labs, homework, projects, portfolios and essays					34
Tutorials					4
Assessment					2
Other activities.....					
3.7 Total number of self-study hours					94
3.8 Total number of hours per semester					150
3.9 Number of credits					6

4. Prerequisites (if applicable)

4.1 Curriculum-based	Not applicable
4.2 Competence-based	Not applicable

5. Conditions (if applicable)

5.1 For lectures	- Lecture rooms shall be provided with video projector, laptop
5.2 For seminars / labs	- Lecture rooms shall be provided with video projector, laptop. - Students will attend seminars.



6. Specific competencies

Professional competencies	C1 – Gathering, processing and analysing information about external environment – firm/organization interaction C3 – Managing the activity of a subdivision within the structure of the firm/organization C4 – Assisting activities in Human resources management
Transversal competencies	CT1. Application of the principles, norms and values of the professional code of ethics in students' own rigorous, efficient and responsible work strategy. (0,5 credits) CT2. Identifying life-long learning opportunities and efficiently reevaluating the learning resources and techniques for personal development. (0,5 credits)

7. Discipline objectives (provided by the specific competencies grid)

7.1 Main objective	The overall objective is to form a proper way of economic thinking that serves to accurately assess the opportunities and risks specific to the economic field, as well as to acquire basic knowledge about the economy, in general, and about the mechanisms and processes that take place at individual or firm level, in particular.
7.2 Specific objectives	<ul style="list-style-type: none">• To facilitate the student's rigorous understanding of the concepts and categories of this science, the methods of knowledge and analysis used in economic practice• To enhance the understanding of the real economic processes, as well as the mechanisms of functioning of the microeconomic environment• To gain information about the usage of the indicators that characterize the microeconomic activity• To enhance the understanding of the individual behaviors of the economic agents (consumers and producers)

8. Content

8.1	Lectures	Teaching methods	Observations (hours and bibliographic references)
1.	The Economic Way of Thinking	PPT presentation, explanation, conversation, questioning.	3 hours
2.	Efficiency, Exchange and Comparative Advantage	PPT presentation, explanation, conversation, questioning, case studies.	3 hours
3.	Substitutes Everywhere: The Concept of Demand	PPT presentation, explanation, conversation, questioning	4 hours
4.	Cost and Choices: The Concept of Supply	PPT presentation, explanation, conversation,	4 hours



		questioning	
5.	Supply and Demand: A Process of Coordination	PPT presentation, explanation, conversation, questioning	2 hours
6.	Unintended Consequences: More Applications of Supply and Demand	PPT presentation, explanation, conversation, questioning	2 hours
7.	Profit and Loss	PPT presentation, explanation, conversation, questioning	4 hours
8.	Price Searching	PPT presentation, explanation, conversation, questioning	3 hours
9.	Competition and Government Policy	PPT presentation, explanation, conversation, questioning	3 hours

Bibliography

Main reading:

1. Paul Heyne, Peter Boettke, David Prychitko, *The Economic Way of Thinking*, 13th edition, Pearson, 2013

Additional reading:

1. Walter Nicholson, *Microeconomic Theory: basic principles and extensions*, 10th edition, 2007

8.2	Seminars / Labs	Teaching methods	Observations (hours and bibliographic references)
1.	Introduction in microeconomics	Questioning, Debate	2 hours
2.	Efficiency, Exchange and Comparative Advantage	Questioning, Debate, Applications	4 hours
3.	Substitutes Everywhere: The Concept of Demand	Questioning, Debate, Applications	4 hours
4.	Cost and Choices: The Concept of Supply	Questioning, Debate, Applications	4 hours
5.	Supply and Demand: A Process of Coordination	Questioning, Debate, Applications	2 hours
6.	Unintended Consequences: More Applications of Supply and Demand	Questioning, Debate, Applications	4 hours
7.	Profit and Loss	Questioning, Debate, Applications	4 hours
8.	Price Searching	Questioning, Debate, Applications, Case studies	2 hours
9.	Competition and Government Policy	Questioning, Debate, Case studies	2 hours

**Bibliography**

1. Paul Heyne, Peter Boettke, David Prychitko, *The Economic Way of Thinking*, 13th edition, Pearson, 2013;
2. Ken Schoolland, *The Adventures of Jonathan Gullible: A Free Market Odyssey*, Academic Foundation, 2005;
3. Henry Hazlitt, *Economics in One Lesson: The Shortest and Surest Way to Understand Basic Economics*, Currency, 1998.

9. Corroboration of the course content with the expectations of community representatives, professional associations and representative employers from the programme's related field

The content of this discipline has been decided by taking into account the curricula of some prestigious Western Universities, the changes in the economic-financial environment, as well as the demands and the dynamics of the labour market.

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight in final grade (%)
10.4 Lectures	Assessing the microeconomic knowledge acquired during the lectures and seminars	Written test (during the semester) with open questions from chapters 1-4	25%
	Assessing the microeconomic knowledge acquired during the lectures and seminars	Written exam (in the end of the semester) - multiple choice test from chapters 5-9	50%
10.5 Seminars/ Labs	Assessing the abilities of understanding and analysing the microeconomic phenomena and concepts	Oral evaluation and 2 written tests	25%
10.6 Minimum performance standard			
<ul style="list-style-type: none">• Obtaining minimum 5 at the evaluation during the semester in order to attend the final exam• Obtaining minimum 5 at the written exam (from the end of the semester)			

Date
25.09.2023

Course Coordinator
Professor Laura Maxim, PhD.

Seminar Coordinator
Oana-Maria Cozma, PhD. Student

Date of approval in the Department
28.09.2023

Head of Department providing the discipline
Professor Andreea-Oana IACOBUȚĂ MIHĂIȚĂ, PhD.

Head of Beneficiary Department
Professor Ștefan-Andrei NEȘȚIAN, PhD.