



College of Business Administration  
Graduate School of Business  
Fisher School of Accounting  
JOHN KRAFT, DEAN

100 Bryan Hall  
Gainesville, FL 32611-2014  
Phone (904) 392-2397 ext. 1217  
Fax (904) 392-2086

GENERAL FACULTY MEETING  
March 19, 1993 - BUS 102 - 2:00 - 3:00 p.m.  
AGENDA

1. Minutes from the January 15, 1993 Faculty Meeting
2. Committee Nominations
  - a) Promotion and Tenure Committee (3-year term)
    - (see explanation of Committee -Attachment 1)
    - (see list of eligible faculty for nomination -Attachment 1A)
    - Vacancies (terms expired) - MKG and MAN
    - One member will be elected by secret ballot from those nominated
      - 1) Nominations should be made by tenure track faculty
      - 2) Nominees must be eligible tenured full professors
    - One member will be appointed by the Dean
  - b) Research Committee (2-year term)
    - (See explanation of Committee -Attachment 2)
    - Vacancies (terms expired) - MKG, MAN, FIRE department(s);
    - One member will be elected by secret ballot from those nominated
    - Two members will be appointed by the Dean
  - c) University Senate Elected Representatives (2-year term)
    - (See current list of eligible Assistant/Associate faculty for nomination - Attachment 3)
    - Two members will be elected by secret ballot
    - Solicited nominations will be added to the names provided by the Nominating Committee
      - 1) Nominations should be made only by Assistant and Associate Professors
      - 2) Nominees must be at Assistant and Associate levels
  - d) Sabbatical Evaluation Committee
    - The tenured faculty of the College in the bargaining unit are to nominate and then elect three members from the tenured faculty to serve on a College Selection Committee for sabbaticals in 1994-95.
    - Faculty who served on the committee for the selection of the 1993-94 recipients and faculty who intend to apply for a sabbatical leave are not eligible to serve on a selection committee. Last year's selection committee consisted of: Sandy Berg, Jack Faricy, and Bipin Ajinka. (see current list of eligible faculty for nomination -Attachment 4)
    - A ballot will be prepared and distributed listing the individuals

placed on the agenda as information items for discussion only and to be voted on at a future meeting:

1. Development of a 2-credit course on "written and oral communication skills" to be included in the CBA core.
2. Formation of a task force for development of a new course addressing:
  - Business ethics
  - Interpersonal skills
  - Team formation
  - Managing a diversified work force
  - Leadership
  - Negotiation
  - Selling
3. Formation of a task force for development of a 1 to 3-credit cross-departmental course in International Business. This is suggested as an elective course to be experimented with.
5. Dean's Report
6. Announcements and Other Business

GRADUATE FACULTY MEETING  
March 19, 1993  
BUS 102

AGENDA

1. Minutes from the January 15, 1993, Graduate Faculty Meeting
2. Graduate Curriculum Changes: - M. Flannery  

The Graduate Committee has approved the following curriculum related item and requested that it be placed on the agenda as an action item:

  - 1) Change in grading process for REE 6970 - Appraisal Demonstration Report - requesting an "H" grade to be assigned for the first semester's work. (Attachment 1)
3. Announcements and Other Business

0319.FMT/TXTRCM

cc: S. Haughton  
A. Pierce  
N. Rosario

PROMOTION AND TENURE COMMITTEE

Membership

6 members - tenured full professors except academic unit heads

3 elected by the faculty

3 appointed by the Dean

with at least 1 member from each academic unit

Nominations may be made by any tenure-track faculty member at the general college faculty meeting.

Only permanent faculty in tenure-track positions are eligible to vote.

Voting will be by secret ballot.

Chair

Faculty member appointed by the Dean

Secretary

Elected by the committee.

Term of membership

3-year terms, to be staggered.

each year

1 elected

1 appointed

No more than 2 consecutive terms, otherwise, eligible for service at any time.

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1992-93/93-94/94-95

D. Sappington (appointed) - ECO

H. Benson (elected) - DIS

1991-92/92-93/93-94

J. Kramer (elected) - ACG

M. Flannery (appointed) - FIRE

1990-91/91-92/92-93

R. Lutz (elected) - MKG (Chair 92-93)

H. Tosi (appointed) - MAN

RESEARCH COMMITTEE

Membership

6 faculty members

3 elected by majority vote from the faculty at large

3 appointed by the Dean

with at least one member from each academic unit

Chair

Faculty member appointed by the Dean

Secretary

Elected by the committee

Term of membership

2 years

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1992-93/93-94

R. Knechel (appointed) - ACG

M. Rush (elected) - ECO

H. Benson (elected) - DIS

1991-92/92-93

G. Bechtel (appointed) - MKG

S. Motowidlo (appointed) - MAN

C. James (elected) - FIRE (Chair 92-93)

03/10/93 14.46.05

Associate Professors

PAGE 1

DEPARTMENT	LAST NAME	FIRST NAME	POSITION
COUNT 1	Majthay	Antal	Associate Professor
ECO	Bomberger	William A	Associate Professor
	Greengard	Leonard K	Associate Professor
	Dimitropoulos	Elias	Associate Professor
	Goddard	Frederick O	Associate Professor
	Hamilton	Jonathan H	Associate Professor
	Horowitz	Ann R	Associate Professor
	Romano	Richard E	Associate Professor
	Slutsky	Steven M	Associate Professor
	Toda	Yasushi	Associate Professor
	Waldo	Douglas G	Associate Professor
COUNT 10			
FIRE	Ling Radcliffe	David Curtis	Associate Professor
		Robert C	Associate Professor
COUNT 2			
FSOA	Boyles	Jesse V	Associate Professor
	Kramer	Sandra S	Associate Professor
	Mcdonald	Charles L	Associate Professor
COUNT 3			
MGT	James	John H	Associate Professor
	Metter	Higinia G	Associate Professor
	Motowidlo	Stephan J	Associate Professor
	Scarpello	Vida	Associate Professor
	Young	Jerald W	Associate Professor
COUNT 5			
MKG	Alba Hutchinson	Joseph W	Associate Professor
		Wesley	Associate Professor
COUNT 2			

(still serving on committee 93-94)  
(LOA 93-94)  
(up for Promotion)

(up for Promotion - SAB 94 - replacement needed -  
currently serving on committee)

FINAL TOTALS  
COUNT 23

\*\*\*\*\* END OF REPORT \*\*\*\*\*

DEPARTMENT	LAST NAME	FIRST NAME	POSITION
FIRE	Levy	Haim	Graduate Research Professor
	Ling	David Curtis	Associate Professor
	Livingston	Miles B	Professor
	Nye	David J	Associate Professor
	Radcliffe	Robert C	Professor & Chairman
	Smith Jr	Halbert C	
COUNT 12			
F50A	Abdelkhalik	A R	Graduate Research Professor
	Ahmkva	Bipin-B	Professor (Served on Selection Committee last year)
	Boyles	Jesse V	Associate Professor
	Knechel	W R	Professor
	Kramer	John L	Professor
	Kramer	Sandra S	Associate Professor
	McDonald	Charles L	Associate Professor
	Messier Jr	William F	Professor
	Schaefer	Hadley P	Professor
	Simmons	John K	Distinguished Service Professor
	Snowbatt	Doug-A	Professor & Associate-Dean (Out of bargaining unit)
COUNT 11			
MGT	Champion	John M	Professor
	James	John H	Associate Professor
	Maurer	Virginia G	Associate-Professor (Sabbatical 94)
	Motowidlo	Stephan J	Associate Professor
	Ray	Jordan B	Professor & Chairman
	Scarpello	Vida	Associate Professor
	Tosi Jr	Henry L	Professor
	Young	Jerald W	Associate Professor
COUNT 8			
MKG	Alba	Joseph W	Associate Professor
	Bechtel	Gordon G	Professor
	Cohen	Joel B	Distinguished Service Professor
	Faricy	John-H	Distinguished Service-Professor
	Hutchinson	Wesley	Associate Professor
	Lutz	Richard J	Professor
	Lynch Jr	John G	Professor
	Sawyer	Alan G	Professor & Chairman
	Shugan	Steven Mark	Eminent Scholar
	Weitz	Barton Alan	Eminent Scholar
COUNT 10			
FINAL TOTALS			
COUNT 77			

\*\*\*\*\* END OF REPORT \*\*\*\*\*

03/12/93 09.41.12

Associate Professors

PAGE 1

DEPARTMENT	LAST NAME	FIRST NAME	POSITION
DIS	Majthay	Antal	Associate Professor
COUNT 1			
ECO	Bomberger	William A	Associate Professor
	Cheng	Leonard R	Associate Professor
	Dinopoulos	Elfas	Associate Professor
	Goddard	Frederick O	Associate Professor
	Hamilton	Jonathan H	Associate Professor
	Horowitz	Ann R	Associate Professor
	Romano	Richard E	Associate Professor
	Slutsky	Steven M	Associate Professor
	Toda	Yasushi	Associate Professor
	Waldo	Douglas G	Associate Professor
COUNT 10			
FIRE	Ling	David Curtis	Associate Professor
	Radcliffe	Robert C	Associate Professor
COUNT 2			
FSOA	Boyles	Jesse V	Associate Professor
	Kramer	Sandra S	Associate Professor
	Mcdonald	Charles L	Associate Professor
COUNT 3			
MGT	James	John H	Associate Professor
	Maqser	Virginia G	Associate Professor
	Motowidlo	Stephan J	Associate Professor
	Scarpello	Vida	Associate Professor
	Young	Jerald W	Associate Professor
COUNT 5			
MKG	Alba	Joseph W	Associate Professor
	Hutchinson	Wesley	Associate Professor
COUNT 2			
FINAL TOTALS			
COUNT 23			

(LOA 93-94)  
(Up for Promotion)

(Up for Promotion - SAB 94)

\*\*\*\*\* END OF REPORT \*\*\*\*\*



# UNIVERSITY OF FLORIDA

College of Business Administration  
W. Andrew McCollough, Associate Dean

109 Bryan Hall \* Gainesville, Florida 32611-2017  
Office (904) 392-8436, ext. 1223 \* FAX (904) 392-2086

March 10, 1993

## MEMORANDUM

TO: John Kraft  
FROM: W. Andrew McCollough *WAM/SH*  
SUBJECT: Undergraduate Curriculum Changes

The Undergraduate Committee has approved the following curriculum related items and requested that they be placed on the agenda for vote at the faculty meeting:

- 1) Add "Computing Skills" a preprofessional requirement to be met in one of three ways:
  - a) Take and attain a passing grade in CAP 3802 or equivalent (Attachment 1.1)
  - b) Take and pass the non-credit "Computing Skills" course offered by CIRCA (Attachment 1.2)
  - c) Pass the exemption test to be administered by CIRCA
- 2) Change ISM 3011 (Attachment 2)
  - a) Reduce credit hours from 3 to 2
  - b) Change prerequisites from "Permission on instructor" to "MAN 3021 and preprofessional "Computing Skills" requirement.
- 3) Change CBA core requirement
  - a) Remove QMB 3600 as a CBA core course (Attachment 3.1).
  - b) Add MAN 4504 as a CBA core course (Attachment 3.2).
- 4) Change CBA core requirement
  - a) Remove ECO 3101 as an alternate CBA core course (Attachment 4.1). All CBA students must take ECO 3100 as part of their CBA core curriculum (Attachment 4.2)
- 5) Add a new 4000 level economics course, "Game Theory and Economic Applications" (Attachment 5).
- 6) Change the International Studies and Diversity" requirement
  - a) Increase from 6 to 9 credit hours.
  - b) Include the College's international courses
    - ECO 3700 - International Economics
    - FIN 4604 - International Finance
    - MAR 4156 - International Marketing
    - **International Management**

The Committee is also requesting that the following items be placed on the agenda as information items:



If you decide to use 3.5" disks, you should probably also get one 5.25" disk. Likewise, if you decide to use 5.25" disks, you should probably also get one 3.5" disk. Any major brand (except Certron and Control Data) is fine, as are generic (no-name) disks.

### Additional Materials

Packet 2: Old Exams (about \$11.00). HIGHLY RECOMMENDED. Available at University Copy Center. Two years of old exams with answers.

### GRADING:

4 assignments @ 5% each	20%		
6 quizzes, total 10%	10%		
Test 1: WordPerfect & DOS	10%	Wed Sept 30	<--EXAM
Test 2: Lotus spreadsheets, graphs	20%	Thurs Oct 29	<--DATES
Test 3: Lotus database, macros	20%	Thurs Nov 12	<--
Test 4: (final) dBase test	20%	Monday Dec 14	

PLAN YOUR SCHEDULE NOW SO YOU CAN BE AT EACH EXAM. Exams 1-3 will be 5:10- 7:10 pm. Final exam is at 5:30 pm.

At each exam you must have a pen, #2 (or equivalent) pencil, and a photo ID. We recommend you bring a watch and an eraser.

We will use a traditional 60/70/80/90 grading scheme. We do not curve test grades.

Some quizzes will be given in class and some will be take-home quizzes to be done in the lab. You must take quizzes with your own instructor. WE DO NOT GIVE MAKE-UP QUIZZES FOR ANY REASON. Quizzes are graded on a scale of 0 - 10.

You will be penalized 40% per calendar day if you turn in an assignment late. If we make a mistake grading your assignment, you may submit it to us for corrections up to 1 class day after the day that your instructor first returns it to the class. Assignments are graded on a scale of 0 - 100. You may receive bonus points for finishing an assignment early. Refer to the Bonus Point discussion in Pkt 1.

You will turn in a printout of each assignment, not the disk.

TESTS: If you have a DIRECT conflict with an exam you may take the CAP3802 exam early. You MUST sign up with your instructor.

All exams are open-book; you may use your text books and Packet 1. You may not use any other materials and you may not use a computer or a calculator. The last exam is not comprehensive.

GRADERS/CONSULTANTS: Consultants have been assigned to help you learn how to use the software. Please see the consultants before you see your instructor. The consultants' office hours will be announced. Hours will be held in Weil 410. Consulting services are free.

### IMPORTANT PHONE NUMBERS:

Infirmery (Student Health Services): 392-1161, 8 - 8 Mon - Fri; noon-4 pm Sat, Sun, holidays.

Student Mental Health: 392-1171, 8 - 4:30, Mon - Fri

Psychological & Vocational Counseling: 392-1575, 8 - 4:30, Mon - Fri

CRISIS & SUICIDE INTERVENTION CENTER: 374-4444 24 hours a day

Planned Parenthood: 377-0881, 8:30 - 5 Mon, Wed, Fri; 11 - 7 Tue, Thur; 9 - 12:30 Saturday.

"Birth Control and confidential testing and treatment of STD."

In one 16-week semester CAP 3802 covers:

1. DOS: approx. 2 weeks
 

VIER	CHKDSK	ERASE,DEL	FORMAT	SORT
VOL	DISKCOPY	RENAME	TIME,DATE	MORE
DIR	COPY,XCOPY	ATTRIB	CLS	TREE
TYPE	> PRN			

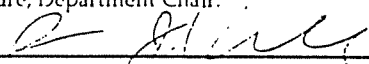
DIRECTORIES: MD, CD, RD; XCOPY files from one subdirectory to another
2. WORDPERFECT 5.1: approx. 2.5 weeks
  - Enter a document, save, exit, retrieve a file
  - Edit a file: Insert text, delete text, restore text, cursor movements, move in a file, reform paragraphs,
  - Special features: bold, underline, superscript/subscript
  - Document formatting: Line spacing, page breaks, page numbering, page margins, headers/footers, footnotes
  - Advanced features: search/replace, spellcheck, thesaurus, simple (non-programming) macros, format prepared graphics files, generate math and foreign-language symbols
  - Mailmerge, including sort data files before merging
  - Print to paper, print to disk, import/export ASCII files
3. LOTUS 2.3: approx. 8 weeks
  - Move in the spreadsheet, data entry, formula entries, circular references, add/delete rows/columns
  - Save, print to paper, print to disk, print options
  - Change default directory
  - Built-in functions
  - Copy, Move formulas/values using absolute and relative addresses
  - Help
  - Graphs: line, bar, stackbar, pie, and XY, with graph options. Print graphs in WordPerfect document.
  - Range commands: change column width, hide columns, format, erase, justify, name
  - Data commands: sort, query, database functions
  - Large file manipulation: windows, titles, file extract, file combine, manual recalculation
  - Simple (non-programming) macros
4. dBASE III+: approx. 3.5 weeks
  - Create file structure, create file contents, activate the file Records: add, edit, replace, delete/recall/pack, select specific records
  - Substring search
  - Sort, index files
  - Reports: create, modify, print
  - Labels: create, modify, print
  - Built-in functions
  - JOIN 2 files
  - SET RELATION on 2 or more files

Florida Department of Education  
Statewide Course Numbering System  
**Course Termination or Change Transmittal Form**  
(See instructions on reverse side)

Form UCC2  
OAA # \_\_\_\_\_

ATTACHMENT 7

**Part I: To Be Completed By the Institution or School District**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Decision &amp; Info. Sciences</b>
Terminate Current Course: Effective term (month/year): _____			
Current SCNS Course Identification: Discipline (SMA) _____ Prefix <u>ISM</u> Level <u>3</u> Course Number <u>011</u> Lab Code _____ Contact Hour Base <u>2</u> or Head Count _____ Institution's Course Title: <b>Information Systems in Organizations</b>			
Change Course As Indicated Below:			
Item to Change	Change From	Change To	
Reclassify: Pref, No., Lab Code	(See above)		
Level	(See above)		
Amount of Credit	3	2	
Contact Hour Base or Head Count	3	2	
Prerequisites/Corequisites	Permission of instructor	MAN 3021 and computing skills	
Change Course Title:			
Change Course Description (Course syllabus must be attached.):  N/A - See attached syllabus and course outline			
Intended Students (Mark all that apply.): <input checked="" type="checkbox"/> Undergraduate Nonmajors <input type="checkbox"/> Graduate Students <input type="checkbox"/> Other (specify): <input checked="" type="checkbox"/> Undergraduate Majors <input type="checkbox"/> Honors Students <input type="checkbox"/> Advanced Undergraduates			
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced			
Effective Term (month/year): <b>5/93</b>	Department Contact and Telephone Number: <b>Amy Roberson 392-9600</b>		
Signature, Department Chair: 	(Date)	Signature, College Dean:	(Date)
Signature, Graduate Dean (if applicable):	(Date)	Signature, Institutional Contact:	(Date)

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code): _____	
If not the same as recommended by institution, please explain:  _____	
SCNS Course Title (if new): _____	
Decade Title (if new): _____	
Century Title (if new): _____	
Signature, Faculty Discipline Committee Representative	Date

**Part III: SCNS Staff Use Only**

Signature	Date Entered	Correspondence Number
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# OF  
CLASSES

## TOPIC

- |   |    |   |
|---|----|---|
|   | 5. | Systems Development and Risk, End-user Systems and Departmental Systems |
| 1 | A. | Systems Development Life Cycle  |
| 1 | B. | Risk Assessment and Control of IT Projects                              |
| 1 | C. | End-user Systems, Client/Server Models, etc.                            |
| 4 | 6. | Overview of Corporate-wide Information Systems                          |
|   | A. | Accounting Information Systems  |
|   | B. | Executive Information Systems   |
|   | C. | Financial Information Systems   |
|   | D. | Human Resources Information Systems                                     |
|   | E. | Marketing Information Systems   |
|   | F. | Manufacturing Information Systems                                       |
| 4 | 7. | EXAMS (with review time)  |

**Course****Overview:**

Information systems are an integral part of every business. Regardless of your career aspirations, your knowledge of, and ability to use, information systems will play a part in your success. In this course, we will be building your understanding of information technology from a managerial and problem-solving perspective. This understanding is critical for many reasons, including:

1. *Your ability to perform your job may depend on it;*
2. *Fulfilling your company's "mission" may be linked to information systems;*
3. *You may be called upon to work as part of an information systems development team;*
4. *Effective communication with information systems people means learning their language; and*
5. *You can bet your competitors will use information technology to their advantage (therefore, so should you).*

**Exams:**

Material for exams will come from several sources: textbook, lectures, guest speakers and video presentations. Do not neglect any of these areas in your preparation. All exams are closed book.

Exams will be given according to the schedule listed below. NO MAKE-UP EXAMS are given, so don't even ask. To compensate for this rule, your lowest exam score for the first three exams will be automatically dropped.

The FINAL EXAM is not cumulative, but it is MANDATORY. You cannot drop your final exam score.

FOR EACH EXAM: be sure to bring a photo ID card (e.g., driver's license) to the exam site. No ID or a non-photo ID will result in a score of zero on the exam. Please make arrangements to get a photo ID card if you don't already have one.

<b>Exam Dates:</b>	Thursday, February 4th	5:15 - 6:30 p.m
	Thursday, March 4th	7:20 - 8:35 p.m.
	Thursday, April 8th	5:15 - 6:30 p.m.
	Monday, April 26th	12:30 - 2:00 p.m.

Location will be announced in class and posted in the glass case outside BUS 103.

Note: no class will be held the Thursday of mid-term exams.

Each exam is worth 100 points. Every effort will be made to post the answers to the exams 1/2 hour after the exam ends in the glass case outside BUS 103.

## SCHEDULE OF TOPICS

Date	Topic	Readings
Jan 5 - 7	Introduction	Chapters 1 & 2
Jan 12 - 14	Computer Processing Technology	Chapter 3
Jan 19 - 21	Storage, Input and Output; Software	Chapter 4 Chapter 5
Jan 26 - 28	Files and Databases	Chapter 6
Feb 2	Guest Speaker - Eric Olson	
Feb 4	EXAM I (No class this day)	
Feb 9 - 11	Telecommunications	Chapter 7
Feb 16 - 18	Artificial Intelligence	Chapter 8
Feb 23 - 25	Business Problem Solving	Chapter 9
Mar 2	Developing Information Systems	Chapter 10
Mar 4	EXAM II (No class this day)	
Mar 8 - 12	SPRING BREAK	
Mar 16 - 18	System Solution Alternatives	Chapter 11
Mar 23 - 25	Basic Business Systems	Chapter 12
Mar 30 - Apr 1	Office Automation	Chapter 13
Apr 6	Professional Work Stations	Chapter 14
Apr 8	EXAM III (No class this day)	
Apr 13 - 15	Management Support Systems	Chapter 15
Apr 20 - 22	Ethics, Controls, Crime	Chapter 16
Apr 26	FINAL EXAM (mandatory)	

*Students may meet these prerequisites in one of two ways:*

1. Successfully complete CAP 3802 (or equivalent from another university) prior to taking ISM 3011 or concurrently.
2. Successfully complete a CIRCA microcomputing skills course. Courses are offered in LOTUS, WordPerfect and DOS. These non-credit courses are 4 hours in length (2 hours on 2 days) and cost around \$15.00. Schedule and tickets are available at the University Box Office.

	Date	Topic	Chapter
	1/ 6 W	Introduction	7
	1/ 8 F	Linear Programming, graphical	7
-	1/11 M	Linear Programming, graphical	7
	1/13 W	Linear Programming, graphical	7
	1/15 F	Linear Programming, graphical	7
-	<b>MLK day</b>		
	1/20 W	Linear Programming, sensitivity	8
	1/22 F	Linear Programming, sensitivity	8
-	1/25 M	Linear Programming, sensitivity	8
	1/27 W	Linear Programming, sensitivity	8
	1/29 F	Linear Programming, sensitivity	8
	2/ 1 M	Review	
<b>TEST 1</b>	2/ 3 W	5:10 P.M. Appeal deadline: 2/08/93 M	
	2/ 5 F	Linear Programming, applications	9
-	2/ 8 M	Linear Programming, applications	9
	2/10 W	Linear Programming, simplex	10
	2/12 F	Linear Programming, simplex	10
-	2/15 M	Linear Programming, simplex	10
	2/17 W	Linear Programming, simplex	10
	2/19 F	Linear Programming, sensitivity	10
-	2/22 M	Linear Programming, sensitivity	10
	2/24 W	Transportation	11
	2/26 F	Assignment	11
-	3/ 1 M	Review	
<b>TEST 2</b>	3/ 3 W	5:10 P.M. Appeal deadline: 3/15/93 M	
	3/ 5 F	Goal Programming	18
	<b>Spring break</b>		
-	3/15 M	Integer Programming	12
	3/17 W	Integer Programming	12
	3/19 F	Project Management	13
-	3/22 M	Project Management	13
	3/24 W	Project Management	13
	3/26 F	Project Management	13
-	3/29 M	Review	
<b>TEST 3</b>	3/31 W	5:10 P.M. Appeal deadline: 4/05/93 M	
	4/ 2 F	Inventory Control	14
-	4/ 5 M	Inventory Control	14
	4/ 7 W	Inventory Control	14
	4/ 9 F	Inventory Control	14
-	4/12 M	Waiting Lines	16
	4/14 W	Waiting Lines	16
	4/16 F	Waiting Lines	16
-	4/19 M	Waiting Lines	16
	4/21 W	Review	
<b>FINAL</b>	4/26 M	10:00 A.M. Appeal deadline: 4/28/93 W	



THE UNIVERSITY OF FLORIDA  
Department of Economics  
ECO 3101  
Intermediate Microeconomics  
M, W 3-4 - MAT 117  
Spring 1992

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Instructor: Srabana Gupta  
Office: MAT 307  
Phone: 392-6489  
Office Hours: M, W 11:30 a.m - 12:30 p.m. and by appointment

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**Objective of the course:** The purpose of this course is to teach you the basic concepts and tools of microeconomic analysis and to apply them to understand the functioning of an economy. The main emphasis will be on theory but analyzing real economic issues will also be important.

**Reading:** The text book for this course is *Microeconomics* by Robert-Pindyck and Daniel Rubinfeld (Macmillan, Second edition).

I strongly recommend you to refer to the study guide for this text written by Jonathan Hamilton. However, it is not required.

**Course Requirement & Grading:** It is important to have some understanding of basic calculus to do well in this course. Regular class attendance would also help.

There will be two midterms - February 15 and March 24 (during regular class hours) and a final examination. The final will be on April 28 (10 a.m. - 12 noon). A make up for the final will be arranged if necessary. Attendance at all exams is required. The first-midterm will carry 28% weight towards your final grade. The second midterm counts for 28% and the final for 34% of your grade.

Problem sets will be handed out from time to time (tentatively on January 13, January 27, February 24, March 3, March 15 and April 7). They will count for the remaining 10% of your grade. Homework assignments must be turned in on the day they are due and no late submission will be accepted. Each time only part of the problem set will be graded and a solution set will be provided.

# ECO 3100

## Syllabus — Spring, 1993

### Dr. Frederick Goddard

Office: 318 Matherly Hall      Hours: MWF 10:30–12:00  
 Phone: 392-0972                      TTh 8:30–12:00  
 Other hours by appointment.

Class Meetings: Section 0836 MWF-2, MAT 18  
 Section 0837 MWF-3, MAT 18

Textbooks: Truett & Truett, *Managerial Economics*, 4th Edition, South-Western Publishing Co., Cincinnati, 1992.  
 Truett & Truett, *Study Guide for Managerial Economics*, 4th Edition, South-Western Publishing Co., Cincinnati, 1992.  
 Frederick Goddard, *Course Notes for Managerial Economics*, South-Western Publishing Co., Cincinnati, 1993.

Grade:	Two, one-hour examinations	50%	(25% each)
	Final Examination	35%	
	Bonus Points	15%	

### Outline Of Topics and Assignments

- Week 1 — Introduction. (Chapter 1)
- Week 2 — The Revenue of the Firm: The Demand Curve, Total, Average, and Marginal Revenue, From Individual to Market Demand, Price Elasticity of Demand, Point and Arc Elasticities of Demand. (Chapter 2)
- Week 3 — Demand Analysis and Estimation. (Chapter 3)
- Week 4 — The Theory of Production: Long Run vs. Short Run; The Law of Diminishing Marginal Product; The Marginal Rate of Technical Substitution; Mathematical, Graphical, and Arithmetic Methods of Determining the Least-Cost or Most Efficient Method of Production. (Chapter 4 & Appendix 4)
- Week 5 — The Cost of Production: Which Costs Matter?, Costs in the Short Run, Costs in the Long Run, Long-Run vs. Short-Run Cost Curves, Economies of Scale, Production with Two Outputs—Economies of Scope. (Chapter 5)
- EXAM 1 (Chapters 1-5)
- Week 6 — Profit Analysis of the Firm: Profit Maximization, Tabular Analysis, Graphical Analysis, Break-Even Analysis, Incremental Analysis. (Chapter 6)

Florida Department of Education  
Statewide Course Numbering System  
**New Course Transmittal Form**  
(see instructions on reverse side)

**Part I: To Be Completed By the Institution or School District**

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department:
Add Course As Indicated Below:			
Recommended SCNS Course Identification: Discipline (SMA) _____ Prefix <b>ECO</b> Level <b>4</b> Course Number _____ Lab Code _____ Contact Hour Base <b>3</b> or Head Count _____			
Institution's Course Title: <b>Game Theory and Economic Applications</b>			
Amount of Credit: <b>3</b>	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed _____ minimum / _____ maximum credit within a semester		
Instructor: <b>Jonathan Hamilton</b>			
Course Description (Course syllabus, grading criteria, and reading list must be attached.): <b>An introduction to modern game theory. Nash equilibrium and mixed strategies, repeated games, incomplete information are covered in formal theory and in application such as are covered in application such as inducing cooperative behavior, oligopoly and auctions.</b>			
Prerequisites: <b>ECO 2013</b>			
Corequisites:			
Intended Students (Mark all that apply.):			
<input checked="" type="checkbox"/> Undergraduate Nonmajors	<input checked="" type="checkbox"/> Graduate Students	<input type="checkbox"/> Other (specify):	
<input checked="" type="checkbox"/> Undergraduate Majors	<input type="checkbox"/> Honors Students		
<input type="checkbox"/> Advanced Undergraduates			
Category of Instruction: <input type="checkbox"/> Introductory	<input checked="" type="checkbox"/> Intermediate	<input type="checkbox"/> Advanced _____	
_____ the department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.			
Effective Term (first term/year course will be offered): <b>Spring 1994</b>	Department Contact and Telephone Number: <b>Mark Rush 392-0318</b>		
Signature, Department Chair: <i>[Signature]</i> <b>1/20/93</b> (Date)	Signature, College Dean: _____ (Date)		
Signature, Graduate Dean (if applicable): _____ (Date)	Signature, Institutional Contact: _____ (Date)		

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code):
If not the same as recommended by institution, please explain:
SCNS Course Title (if new): _____
Decade Title (if new): _____
Century Title (if new): _____
Signature, Faculty Discipline Committee Representative _____ Date _____

**Part III: SCNS Staff Use Only**

Signature _____	Date Entered _____	Correspondence Number _____
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B and F, ch 4, 5, 11.1-11.8

D and N, ch. 2, 3.

\*Johansen, "On the Status of the Nash Type of Noncooperative Equilibrium in Economic Theory," Scandinavian Journal of Economics 84: 421-441 (1982).

Week 5: The Prisoners' Dilemma

D and N, ch. 4

\*Axelrod, The Evolution of Cooperation, ch. 1-3.

Weeks 6-7: Nash Equilibria in Mixed Strategies

B and F, ch 11.9

D and N, ch. 7.

Bach, ch. 3.

L and R, ch 4-5 (optional).

Week 8: REVIEW AND MIDTERM

Week 9-11: Multi-stage Games: Subgame Perfection and Credibility

Selten, "The Chain Store Paradox," Theory and Decision 9: 127-159 (1978). TC

D and N, ch. 5-7, 9.

B and F, ch. 17, 23, 25

\*Schelling, The Strategy of Conflict, ch. 7-8.

Week 12: Games with Continuous Strategy Spaces

B and F, ch. 13, 15

Weeks 13-14: Games with Imperfect Information: Auctions

B and F, ch. 17, 22.

D and N, ch. 12.

\*Symposium, "Auctions," Journal of Economic Perspectives 3: 3-50 (1989). TC

Week 15: Topics TBA and Review

FINAL EXAM: The exam may become a take-home exam.



UNIVERSITY OF  
FLORIDA

College of Business Administration  
W. Andrew McCollough, Associate Dean

109 Bryan Hall \* Gainesville, Florida 32611-2017  
Office (904) 392-8436, ext. 1223 \* FAX (904) 392-2086

March 9, 1993

MEMORANDUM

TO: John Kraft  
FROM: W. Andrew McCollough *WAM/sh*  
SUBJECT: Graduate Curriculum Changes

The Graduate Committee has approved the following curriculum related item and requested that it be placed on the agenda for vote at the next faculty meeting:

- 1) Change in grading process for REE 6970 - Appraisal Demonstration Report - requesting and "H" grade to be assigned for the first semester's work (Attachment 1)

WAM: sh

030493.2/TXTSAH

Florida Department of Education  
Statewide Course Numbering System  
**Course Termination or Change Transmittal Form**  
(See instructions on reverse side)

**Part I: To Be Completed By the Institution or School District**

*MAJ/m/REA*

Institution/District: <b>University of Florida</b>	District Code: <b>00</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department: <b>Finance, Insurance &amp; RealEst</b>
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Terminate Current Course: Effective term (month/year): \_\_\_\_\_

Current SCNS Course Identification:  
 Discipline (SMA) \_\_\_\_\_ Prefix **REE** Level **6** Course Number **970** Lab Code \_\_\_\_\_ Contact Hour Base **6** or Head Count \_\_\_\_\_  
 Institution's Course Title:  
**Appraisal Demonstration Report**

Change Course As Indicated Below:

Item to Change	Change From	Change To
Reclassify: Prof, No., Lab Code	(See above)	
Level	(See above)	
Amount of Credit		
Contact Hour Base or Head Count		
Prerequisites/Corequisites		

Change Course Title:  
 Change Course Description (Course syllabus must be attached.):  
**See Attachment**

Intended Students (Mark all that apply.):  
 Undergraduate Nonmajors       Graduate Students       Other (specify):  
 Undergraduate Majors       Honors Students       Advanced Undergraduates

Category of Instruction:     Introductory       Intermediate       Advanced

Effective Term (month/year):  
**Fall 1993**

Department Contact and Telephone Number:  
**Kathleen Winningham 392-0153**

Signature, Department Chair: *Robert C. Smith* (Date) **2/19/93**

Signature, College Dean: \_\_\_\_\_ (Date) \_\_\_\_\_

Signature, Graduate Dean (if applicable): \_\_\_\_\_ (Date) \_\_\_\_\_

Signature, Institutional Contact: \_\_\_\_\_ (Date) \_\_\_\_\_

**Part II: Faculty Discipline Committee Representative Use Only**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain:

SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative \_\_\_\_\_ Date \_\_\_\_\_

**Part III: SCNS Staff Use Only**

Signature \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_

(See instructions for completing Part I on reverse side.)

PART I: TO BE COMPLETED BY UNIVERSITY

UNIVERSITY OF FLORIDA 00 001535 Finance, Insurance, & Real Estate  
University County Institutional Code Department  
Code

Recommended SCNS Course Identification:

Discipline (SMA) \_\_\_ Prefix REE Level 6 Course No. 970 Lab Code \_\_\_ Contact Hr\* Base 6  
OR Head Count \_\_\_

University's Course Title: Appraisal Demonstration Report

Amount of College Credit: 6 If variable or repeatable credit, min \_\_\_ and max \_\_\_ per semester; total \_\_\_  
repeatd credits allowed.

Catalog Description (For graduate courses, attach brief syllabus, grading criteria, and reading list; for  
undergraduate and professional courses, attach syllabus or outline):

A major work requiring students to integrate knowledge and analytical tools developed  
through course work and intership. Substantial research effort comprising market data  
collection and analysis undertaken during intership. Required for nonthesis option.

Prerequisites: \_\_\_\_\_

Corequisites: \_\_\_\_\_

Intended Students (Check all that apply):

Undergraduate Nonmajors  Undergraduate Majors  Advanced Undergraduates  Graduate Students  
 Honor Students  Other (specify): \_\_\_\_\_

Category of Instruction:  Introductory  Intermediate  Advanced

List the department chair (by name & dept) with whom you have cleared any question of possible duplication or  
infringement by this course. Each such chair must either sign the syllabus requested or indicate no concern  
over possible infringement or make comments. Any lack of comments or signatures must be explained.

Spring 1992 Halbert C. Smith, Director 392-0157  
 Effective Term (first term course will be offered) Department Contact Phone No.

ATTACHED ATTACHED  
Signature of Department Chair Date Signature of College Dean Date

M. Adelyn Lockhart AUG 30 1991 [Signature] 6/05/91  
Signature of Graduate Dean Date Signature of University Contact Date  
(if applicable)

\*Example formulas on reverse side.

FOR SCNS USE ONLY

PART II: FACULTY DISCIPLINE COMMITTEE USE

APPROVED Prefix REE Level 6 Course No. 970 Lab Code \_\_\_

*approved 11/25/91*

If not the same as recommended by institution, please explain: \_\_\_\_\_

SCNS Course Title (if new) \_\_\_\_\_

Decade Title (if new) \_\_\_\_\_ Century Title (if new) \_\_\_\_\_

Signature of Faculty Discipline Committee Representative \_\_\_\_\_ Date \_\_\_\_\_

PART III: SCNS STAFF USE ONLY

Signature \_\_\_\_\_ Date Entered \_\_\_\_\_ Correspondence Number \_\_\_\_\_



GENERAL FACULTY MEETING  
3/19/93  
MINUTES

1. MINUTES  
The minutes of the January 15, 1993, General Faculty meeting were approved as distributed.

2. COMMITTEE NOMINATIONS  
Nominations of tenured full professors for the Promotion and Tenure Committee to fill vacancies from the Marketing and Management departments were taken from tenure track faculty. Those nominated were John Lynch, John Champion, and Steve Shugan. A secret ballot will be prepared and distributed, with one member selected. One member will also be appointed by the Dean to fill the position in the remaining department. The motion was seconded to close the floor for nominations.

Nominations were taken from the faculty at large for the Research Committee to fill vacancies from the Marketing, Management, and Finance departments. Those nominated were Wes Hutchinson, Dave Nye, and Joe Alba. A secret ballot will be prepared and distributed, with one member being selected. The Dean will appoint two additional members to represent the remaining departments. A motion was made and seconded to close the floor for nominations.

Nominations of Assistant and Associate Professors were taken from Assistant and Associate Professors to be added to the nominations made by the College's University Senate Nominating Committee. There were no nominations from the faculty. The nominees made by the Nominating Committee were Joel Houston, Chris Janisewski, Stephan Motowidlo, and Sandy Kramer. A secret ballot will be prepared and distributed to elect two Assistant/Associate Professors. A motion was made and seconded to close the floor for nominations.

Nominations were taken from the floor to elect three individuals to serve on the College's Sabbatical Evaluation Committee. It was stated that the individuals eligible are tenured members of the faculty and must be in residence in the Fall. Two groups that are not eligible are those that have intentions of applying for sabbatical and those who served on the evaluation committee last year. Those nominated were Stephan Motowidlo, Roy Crum, and Ira Horowitz. The motion was made and seconded to close the floor for nominations. Since there were only three nominees they will serve as the elected members. A secret ballot will be distributed to elect the person who will serve as Chair and University representative.



Nominations were taken from the floor to elect four members from the Assistant or Associate Professor rank to serve on the Faculty Advisory Committee. Those nominated were Bill Bomberger, David Ling, Joe Alba, Dave Brown, Rich Romano, and Robert Emerson. The motion was made and seconded to close the floor for nominations. A secret ballot will be distributed to elect the four individuals who will serve on the Committee.

3. ELECTION OF PARLIAMENTARIAN

J.B. Ray was elected by unanimous vote to hold the position of Parliamentarian for the 1993-94 academic year.

4. UNDERGRADUATE COMMITTEE

The Undergraduate Committee has approved the following curriculum related items and requested that they be placed on the agenda as action items:

- 1) Add "Computing Skills" a preprofessional requirement to be met in one of three ways:
  - a) Take and attain a passing grade in CAP 3802 or equivalent
  - b) Take and pass the non-credit "Computing Skills" course offered by CIRCA
  - c) Pass the exemption test to be administered by CIRCA
- 2) Change ISM 3011
  - a) Reduce credit hours from 3 to 2
  - b) Change prerequisites from "Permission of instructor" to "MAN 3021 and preprofessional "Computing Skills" requirement.
- 3) Change CBA core requirement
  - a) Remove QMB 3600 as a CBA core course
  - b) Add MAN 4504 as a CBA core course
- 4) Change CBA core requirement
  - a) Remove ECO 3101 as an alternate CBA core course. All CBA students must take ECO 3100 as part of their CBA core curriculum
- 5) Add a new 4000 level economics course, "Game Theory and Economic Applications"
- 6) Change the International Studies and Diversity" requirement
  - a) Increase from 6 to 9 credit hours.
  - b) Include the College's international courses
    - ECO 3700 - International Economics
    - FIN 4604 - International Finance
    - MAR 4156 - International Marketing
    - **International Management**

Dean Kraft stated that each change will be voted on individually not as a whole. Wes Hutchinson presented each item to the faculty for discussion and action. Items # 1-4 were discussed, a motion was made and seconded for each item to approve the proposed changes. Item # 6 was discussed out of order. A motion was made and seconded. After much discussion, Dean Kraft stated that the faculty will be voting on a motion that increases the international studies and diversity requirements in the GEN ED part of the student curriculum from 6 to 9

credits; the additional 3 credits can come from the GEN Ed list or students can use any international course in the College up to a maximum of 1. The motion was seconded and approved. For the record there was one opposed. Item # 5 was now discussed. A motion was made and seconded to approve the proposed change.

INFORMATION ITEMS ONLY (TO BE VOTED ON AT A FUTURE FACULTY MEETING)

The UG Committee also requested that the following be placed on the agenda for information only. Wes Hutchinson presented each item and briefly explained. No discussion took place and it was stated that these items would be action items at a future meeting (next Fall). Wes Hutchinson invited the faculty to provide comments to the Committee.

1. Development of a 2-credit course on "written and oral communication skills" to be included in the CBA core.
2. Formation of a task force for development of a new course addressing:
  - Business ethics
  - Interpersonal skills
  - Team formation
  - Managing a diversified work force
  - Leadership
  - Negotiation
  - Selling
3. Formation of a task force for development of a 1 to 3-credit cross-departmental course in International Business. This is suggested as an elective course to be experimented with.

At this time Dean Kraft stated that he will skip the Dean's Report and go on to the Graduate Faculty meeting allowing those individuals who need to leave soon to have the opportunity to vote on the agenda item for that meeting. A motion was made and seconded to adjourn the General Faculty Meeting.

GRADUATE FACULTY MEETING  
March 19, 1993

MINUTES

1. MINUTES  
Minutes from the January 15, 1993, Graduate Faculty Meeting were approved as distributed.
2. GRADUATE CURRICULUM CHANGES  
The Graduate Committee has approved the following curriculum related item and requested that it be placed on the agenda as an action item:
  - 1) Change in grading process for REE 6970 - Appraisal Demonstration Report - requesting an "H" grade to be assigned for the first semester's work.

Dr. Hal Smith presented the item for action. Discussion took place. A motion was made and seconded to approve the curriculum change as proposed.

2. ANNOUNCEMENTS AND OTHER BUSINESS

At this time Dean Kraft briefly discussed the outcome of the raises mentioned in the paper. The paper says that the UFF was successful in the Supreme Court on the salary increase that was approved by the Legislature in 1992. Although there are many ways to interpret what has been said, he suggested further discussions wait until after the State receives clarification from the Supreme Court.

Dean Kraft stated that he has no idea at this time what will happen with summer school. The schedule has been published but we have not been told what funds will be available. As soon as we know, it will be reported to the faculty.

A motion was made and seconded to ajourn the Graduate Faculty meeting.

FAC319.MIN/TXTRCM