FACULTY MEETING
December 1, 1995
AGENDA

(SUPPORTING DOCUMENTATION CAN BE REVIEWED IN YOUR DEPARTMENTAL OFFICE
OR IN THE DEAN'S OFFICE)

1. Minutes from the 8/25/95 General Faculty Meeting

2. The Undergraduate Committee has approved the following curriculum changes and they have
requested that these changes be presented for approval.

A. Change grading option for MAR 4945 to S-U
B. Increase credit hours ECO 3100
C. Increase undergraduate elective credit hours for the following courses:
   - ECO 4934
   - ECS 4013
   - EGP-4403
   - ECO 4914
   - ECO 4431
   - ECO 3700
   - ECO 4905
   - ECS 4003
   - ECP 3423
   - ECO 4622
   - ECO 3704
   - ECS 4203
   - ECP 4451
   - ECP 3302
   - ECO 4504
   - ECO 3703

D. Require BS-ECO majors to take 3 four-hour economic electives (changed from 4 three-hour
   electives)
E. Delete ACG 2071 as a requirement for the Business Minor

The Undergraduate Committee has approved the following curriculum changes and they have
requested that these changes be presented as informational items.

F. Updating of catalog descriptions or the following courses:
   - ECO 2013
   - EGP-3203
   - ECS 3403
   - ECO 4400
   - EGP-3413
   - ECS 4334

G. Delete ECO 3202
H. Change course number for MAN 3021 to MAN 3025 in accordance with statewide
   numbering system
I. Change prereqs: MAR 4803
   - REE 3043

3. Dean's Report

4. Other Business
1. Minutes from the 8/25/95 Graduate Faculty Meeting

2. The Graduate Committee has approved the following curriculum changes and they have requested that these changes be presented for approval.

A. Prereq changes:
   ECO 5415
   ECO 6805

B. Title, prereq, and description change:
   ECO 6405

C. Changes to 2nd year ECO Ph.D. curriculum:
   1) In the Industrial Organization and Regulation Sequence, replace the semester long Economics of Regulated Industries (ECP 6426) with a half-semester version of that course and a half-semester course Empirical Industrial Organization.
   2) In the Public Economics sequence, replace the two-semester long courses (ECO 6526, ECO 6536) with four half-semester courses, two of which will retain the original titles and course numbers.

D. Credit, contact hour, title, description changes:
   ECP 6426
   ECO 6516

E. New Course:
   ECP 6xxx - Empirical Industrial Organization
   ECO 6xxx - Welfare Economics and the Second Best
   ECO 6xxx - Empirical Public Economics

F. Credit & contact hour change:
   BUL 6930

3. TheMBA Committee has approved the following curriculum changes and they have requested that these changes be presented for approval.

G. Title change:
   MAN 6321

H. New Courses:
   MAN 6xxx - Organizational Staffing
   BUL 6xxx - Negotiations

4. Other Business
November 22, 1995

MEMORANDUM

TO: John Kraft

FROM: W. Andrew McCollough

SUBJECT: Curriculum Changes

The Graduate Committee has approved the following curriculum changes and they have requested that these changes be presented at the next College of Business Administration Faculty Meeting for approval.

A. Prereq changes:
   ECO 5415
   ECO 6805

B. Title, prereq, and description change:
   ECO 6405

C. Changes to 2nd year ECO Ph.D. curriculum:
   1) In the Industrial Organization and Regulation Sequence, replace the semester long Economics of Regulated Industries (ECP 6426) with a half-semester version of that course and a half-semester course Empirical Industrial Organization
   2) In the Public Economics sequence, replace the two-semester long courses (ECO 6526, ECO 6536) with four half-semester courses, two of which will retain the original titles and course numbers.

D. Credit, contact hour, title, description changes:
   ECP 6426
   ECO 6516
   ECO 6526
November 22, 1995
Page 2

E. New Course:
   ECP 6xxx - Empirical Industrial Organization
   ECO 6xxx - Welfare Economics and the Second Best
   ECO 6xxx - Empirical Public Economics

F. Credit & contact hour change:
   BUL 6930

The MBA Committee has approved the following curriculum changes and they have requested that these changes be presented at the next College of Business Administration Faculty Meeting for approval.

G. Title change:
   MAN 6321

H. New Courses:
   MAN 6xxx - Organizational Staffing
   BUL 6xxx - Negotiations
   MAN

Attachments

cc: Gary Koehler
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

<table>
<thead>
<tr>
<th>Institution/District:</th>
<th>University of Florida</th>
</tr>
</thead>
<tbody>
<tr>
<td>District Code:</td>
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<tr>
<td>Institutional Code:</td>
<td>001535</td>
</tr>
<tr>
<td>Instructional Unit or Department:</td>
<td>Economics</td>
</tr>
</tbody>
</table>

Terminate Current Course: Effective term (month/year):

Current SCNS Course Identification:

- Discipline (EMA): ___  
- Prefix: ECO  
- Level: 5  
- Course Number: 415  
- Lab Code: ___  
- Contact Hour Base: 4 or Head Count: ___

Institution's Course Title: Statistical Methods in Economics

Change Course As Indicated Below:

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<th>Change To</th>
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<td>Contact Hour Base or Head Count</td>
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<tr>
<td>Prerequisites/Corequisites</td>
<td>MAC 3223, 3224; coreq: ECO 6805</td>
<td>class and college or /BA, /AG or permission of instructor</td>
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</tbody>
</table>

Change Course Title:

Change Course Description (Course syllabus must be attached):

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 1996

Department Contact and Telephone Number:

Lawrence W. Kenny, 392-0151

Signature, Department Chair: [Signature] (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
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

Institution/District:
University of Florida

District Code: 00
Institutional Code: 001535
Instructional Unit or Department: Economics

Terminate Current Course: Effective term (month/year):

Current SCNS Course Identification:
Discipline (SMA) Prefix ECO Level 6 Course Number 805 Lab Code ______ Contact Hour Base 4 or Head Count ______
Institution's Course Title: Mathematical Methods and Application to Economics

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<td>Contact Hour Base or Head Count</td>
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<tr>
<td>Prerequisites/Corequisites</td>
<td>MAC 3223, 3224</td>
<td>Class and college of 7BA, 7AG or permission of instructor:</td>
</tr>
</tbody>
</table>

Change Course Title:

Change Course Description (Course syllabus must be attached):

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

Category of Instruction:
- Introductory
- Intermediate
- Advanced

Effective Term (month/year):
Fall 1996

Department Contact and Telephone Number:
Lawrence W. Kenny, 392-0151

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):
Decimal Title (if new):
Century Title (if new):

Signature, Faculty Discipline Committee Representative: Date

Part III: SCNS Staff Use Only

Signature: Date Entered: Correspondence Number:

Admin\courses.pmd
### Part I: To Be Completed By the Institution or School District

**Institution/District:** University of Florida  
**District Code:** 00  
**Institutional Code:** 001535  
**Institutional Unit or Department:** Economics

- **Terminate Current Course:** Effective term (month/year):

- **Current SCNS Course Identification:**
  - Discipline (SMA): ECO  
  - Prefix: ECO  
  - Level: 6  
  - Course Number: 405  
  - Lab Code:  
  - Contact Hour Base: 4  
  - or Head Count:  

- **Institution's Course Title:** Mathematical Economics 1

- **Prerequisites/Corequisites:** ECO 6805 or equivalent.

- **Change Course Title:** Mathematical Economics: Game Theory

- **Change Course Description (Course syllabus must be attached):**
  - Advanced game theory including incomplete information games with application to economics.

- **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 1996

- **Signature, Department Chair:**
  - [Signature]
  - Date: 10/23/95

- **Signature, Graduate Dean (if applicable):**
  - [Signature]
  - 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:**
  - [Signature]
  - Date

### Part III: SCNS Staff Use Only

- **Signature:**
- **Date Entered:**
- **Correspondence Number:**

**Form UCC2**

OAA #: ___

Rev.9/92
- Mathematical Economics: Game Theory

ECO 6405 - Prerequisites: ECO 6805 and ECO 6406 or permission of instructor.

Advanced game theory including incomplete information games with applications to economics.
ECO 6405  
Fall 1995  
MAT 251  
M-W 4:05-6:00

S. Slutsky  
Office: MAT 338  
Phone: 392-8106

Mathematical Economics: Game Theory

Required Texts:

Fudenberg and Tirole, *Game Theory*

Supplementary Texts:

Binmore, *Fun and Games*
Kreps, *Game Theory and Economic Modeling*
Luce and Raiffa, *Games and Decision*
Friedman, *Game Theory with Applications to Economics*
Rasmusen, *Games and Information*
Shubik, *Game Theory in the Social Sciences*
Kreps, *A Course in Microeconomic Theory*
Gale, *Theory of Linear Economic Models*
Myerson, *Game Theory*
Van Damme, *Stability and Perfection of Nash Equilibrium*
Eichberger, *Game Theory For Economists*

Syllabus

I. Constant Sum Games

Gale, Chapters 2, 6, and 7  
Luce and Raiffa, Chapter 4  
Eichberger, Chapter 2

II. Single Play Nash Equilibrium

Fudenberg and Tirole, Chapters 1, 2, 3.3, and 3.4

III. Refinements

Chapters 3.2, 3.5, 3.6, 8.4, 11.1

IV. Incomplete Information

Chapters 6, 7, 8.1, 8.2, 11.2-11.7, 14

V. Repeated Games

Chapter 4.3, and 5

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

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<td>001535</td>
<td>Economics</td>
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**Terminate Current Course:** Effective term (month/year):

**Current SCNS Course Identification:**
- Discipline (SMA): [Inserted]
- Prefix: [Inserted]
- Level: 6
- Course Number: 426
- Lab Code: [Inserted]
- Contact Hour Base: 4
- or Head Count: [Inserted]
- Institution's Course Title: Economics of Regulated Industries

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**Prerequisites/Corequisites:**

**Change Course Title:** Regulatory Principles

**Change Course Description:** School syllabus must be attached:

> The theory and practice of regulatory institutions, with an emphasis on natural monopoly, incentive issues, and pricing across products and over time. Alternative to traditional regulations are assessed in terms of their impact on economic and social objectives.

**Intended Students:**
- Undergraduate Nonmajors
- Graduate Students
- Undergraduate Majors
- Honors Students
- Other (specify):

**Category of Instruction:**
- Introductory
- Intermediate
- Advanced

**Effective Term (month/year):** Spring 1997

**Department Contact and Telephone Number:**
- Lawrence W. Kenny, 392-0151

**Signature, Department Chair:**
- [Signature]
- (Date: 03/23/97)

**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:**
- [Signature]
- Date

**Part III: SCNS Staff Use Only**

*Signature*  
*Date Entered*  
*Correspondence Number*  

*Rev.9/97*
ECP 6426 - Regulatory Principles (1 or 2 credits).

The theory and practice of regulatory institutions, with an emphasis on natural monopoly, incentive issues, and pricing across products and over time. Alternatives to traditional regulation are assessed in terms of their impact on economic and social objectives.
### ECP 6426

**ECONOMICS OF REGULATED INDUSTRIES**

Spring 1996

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<th>(Chapter)/Topic</th>
<th>Concepts</th>
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<tr>
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<td>(1) Introduction and (2) Natural Monopoly</td>
<td>Historical Goals</td>
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<td>Economies of Scale and Scope</td>
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<td>Subadditivity, ( P=MC )</td>
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<td>(3) Ramsey Pricing</td>
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<td>3</td>
<td>Dominant Firms and Rivalry</td>
<td>Viable Industry Ramsey</td>
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<td>(4) Nonlinear Pricing</td>
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<td>(5) Intertemporal</td>
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<td>(7) Sustainability</td>
<td>Cross-subsidization</td>
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<td>7</td>
<td>(8) Regulation in Practice</td>
<td>Public interest and capture theories</td>
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<td>(9) Rate Base Regulation</td>
<td>Averch/Johnson</td>
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<td>(10) Technological Change</td>
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<td>(11) Partial Regulation and Price Caps</td>
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<td>partial regulation (SUPR)</td>
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<td>Public Ownership, Price Caps</td>
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<td>Instructional Unit or Department:</td>
<td>Economics</td>
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**Terminate Current Course:** Effective term (month/year):

**Current SCNS Course Identification:**
- Discipline (SMA): ECO
- Level: 6
- Course Number: 516
- Lab Code: 4
- Contact Hour Base: 1 or 2
- or Head Count

**Institution's Course Title:** Public Revenue and Distribution

**Change Course As Indicated Below:**

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<td>Prerequisites/Corequisites</td>
<td>ECO 6</td>
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**Change Course Title:** Tax Theory and Public Policy

**Change Course Description (Course syllabus must be attached):** An advanced survey of the economics of taxation. Topics include optimal commodity and income taxation for efficiency and redistribution, tax incidence, capital taxation, and uncertainty and taxation.

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

**Category of Instruction:**
- Introductory
- Intermediate
- Advanced

**Effective Term (month/year):**
- Fall 1996

**Department Contact and Telephone Number:**
- Lawrence W. Kenny, 392-0151

**Signature, Department Chair:**
- (Date)

**Signature, Graduate Dean:**
- (Date)

**Signature, College Dean:**
- (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
Tax Theory and Public Policy (1 or 2 credits).

An advanced survey of the economics of taxation. Topics include optimal commodity and income taxation for efficiency and redistribution, tax incidence, capital taxation, and uncertainty and taxation.
PUBLIC SECTOR ECONOMICS:
TAX THEORY AND PUBLIC POLICY

This is the second of a four-half-semester course sequence on the economics of the public sector. This semester focuses on the revenue side--the effects of taxes on private decisions, the effect of taxes on equilibrium outcomes, and the optimal design of taxes. The applications mostly treat Federal taxation in the U.S.

Do not be alarmed at the length of the reading list. The reading list is much more extensive than what will actually be covered; it is intended to serve as a reference guide for your work and general bibliography. At the beginning of each section, I will announce which articles you will be responsible for. Starred articles will definitely be covered.

REQUIREMENTS

A few problem sets will be handed out during the course. They are important for learning, but do not count heavily toward your grade. Some problem sets simply extend a lecture presentation, while others include detailed examples. Cooperation on these exercises is permitted. Unless stated otherwise, they must be handed in for grading. The formal requirements are: a class presentation and accompanying material, the problem sets, and a take-home final exam.

Each student will present a selected paper to the class after consultation with me. Dates and topics will be offered throughout the semester. Do not attempt to wait until the end of the semester in hopes of avoiding this duty.

With the presentation, you will have to hand in a written report on the subject of your presentation. It should include a critique of the main paper and suggestions for further research. Please discuss this with me before starting on it.

The take-home final exam will be similar to the problem sets with some essay type questions as well.
ABBREVIATIONS OF JOURNAL TITLES

AER  American Economic Review
Bell  Bell Journal of Economics
BPEA  Brookings Papers on Economic Activity
EL  Economics Letters
Ema  Econometrica
JEP  Journal of Economic Perspectives
JET  Journal of Economic Theory
JPoLE  Journal of Political Economy
JPubE  Journal of Public Economics
NTJ  National Tax Journal
QJE  Quarterly Journal of Economics
REStat  Review of Economics and Statistics
REStud  Review of Economic Studies

TEXTS


Q&S  *Modern Public Finance*, Harvard

These books have been ordered for the course. While most of the material in the course is from journal articles, these books have useful presentations of much of the material covered. For some topics, we will use the presentation in a text directly. Stiglitz's *The Economics of the Public Sector* is an undergraduate text with a modern approach to many topics. You may find it useful from time to time.

OTHER BOOKS

T  Tresch, *Public Finance: A Normative Theory*, Southwestern

H  Auerbach and Feldstein, eds., *Handbook of Public Economics*, North-Holland

Starrett  *Foundations of Public Economics*, Cambridge
SYLLABUS

I. OPTIMAL COMMODITY TAXATION: VIOLATIONS OF THE STANDARD ASSUMPTIONS


V. OPTIMAL INCOME TAXATION


H ch. 15 (Stiglitz)


II. TAXATION OF COMMODITIES FOR REDISTRIBUTION
A&S ch. 14
T ch. 16


III. TAX INCIDENCE
A&S ch. 6, 7
T ch. 17
H ch. 16 (Kotlikoff and Summers)

Welfare, Little Brown, pp. 135-162


IV. TAXATION OF CAPITAL
A&S ch. 5
H ch. 5 (Sandmo), ch. 17 (King)

CORPORATE PROFITS TAXATION


Auerbach, *The Taxation of Capital Income*, Harvard


**SAVINGS**


Institution (1980)


Gravelle, "Do IRAs Increase Savings?" JEP 5 (no. 2): 133-149 (1991)


Engen, Gale and Scholz, "Do Savings Incentives Work?" BPEA 1994 (no. 1): 85-180


Bradford, Untangling the Income Tax, Harvard
Bradford, Blueprints for Basic Tax Reform

CAPITAL GAINS

Minarik, "Capital Gains," in How Taxes Affect Economic Behavior


Diamond, "Inflation and the Comprehensive Tax Base," JPubE 4: 227-244 (1975)

FRINGE BENEFITS


V. TAXATION WITH UNCERTAINTY


Wilson, "The Impact of Oil Subsidy and Student Loan Programs: A Synthesis," Univ. of Wisconsin mimeo

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: University of Florida
District Code: 00
Institutional Code: 001535
Instructional Unit or Department: Economics

Add Course As Indicated Below:

Recommended SCNS Course Identification:
Discipline (SMA) Prefix ECP Level 6 Course Number Lab Code Contact Hour Base 2 or Head Count

Institution's Course Title: Empirical Industrial Organization

Amount of Credit: 1 or 2 If Repeatable Credit or Variable Credit: ___ total repeatable credit allowed
Instructor: C. A1 ___ minimum / ___ maximum credit within a semester

Course Description (Course syllabus, grading criteria, and reading list must be attached): An empirical examination of current issues in industrial organization and regulation. Topics include returns to scale, market structure, entry and exit, technological progress, and examination of particular regulated industries.

Prerequisites: ECO 5424 and ECO 6116 required, ECO 6426 recommended or permission of instructor

Corequisites:

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

Category of Instruction: □ Introductory □ Intermediate □ Advanced

Effective Term (first term/year course will be offered): Spring 1997
Department Contact and Telephone Number: Lawrence W. Kenny, 392-0151

Signature, Department Chair: (Date) Lawrence W. Kenny, 392-0151
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
- Empirical Industrial Organization (1 or 2 credits).

An empirical examination of current issues in industrial organization and regulation. Topics include returns to scale, market structure, entry and exit, technological progress, and examinations of particular regulated industries.
EMPIRICAL INDUSTRIAL ORGANIZATION

This course is designed for those who have taken ECP6405, ECP6426, and ECO5427. A knowledge of microeconometrics at the level of ECO6426 is desired. The requirement of the course consists of a final examination and a research paper.

The listed articles below are intended to provide references to the current empirical literature. Selected articles will be covered and the selection of the articles will be announced in class.

Useful Textbooks.


Production and cost function

D. Evans and J. Heckman, "A test for subadditivity of the cost function with an application to the Bell system," AER, 615-623, 1984

—— Comments and Errata, AER, 854-858.


Relative Efficiency and Scale Economy


S. Atkinson and R. Halvorsen, "The relative efficiency of public and private firms in


Imperfect Competition

O. Ashenfelter and D. Sullivan, "Nonparametric tests of market structure: an application to the cigarette industry," Renaissance, 113-128.


S. Berry, "Discrete choice models of oligopoly product differentiation," mimeo, 1991


**Entry and Exit**


M. Lieberman, "Exit from declining industries: 'Shakeout' or 'stakeout'?" RJE, 538-554, 1990.


Regulation


Airlines


Cable TV


Electric Utilities

P. Joskow, "Regulatory failure, regulatory reform, and structural change in the electric power industry," BPEA, 125-208, 1989.


Surface Freight Transportation


**Telecommunications**


**Auctions**


Technical progress and R&D


A. Pakes, "Patents as options: Some estimates of the value of holding European patent


Organizations


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**

<table>
<thead>
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<th>Institution/District:</th>
<th>District Code:</th>
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<tr>
<td>University of Florida</td>
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<td>001535</td>
<td>Economics</td>
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</table>

**Add Course As Indicated Below:**

<table>
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<th>Recommended SCNS Course Identification:</th>
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<tbody>
<tr>
<td>Discipline (SMA)</td>
</tr>
<tr>
<td>------------------</td>
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<tr>
<td>Institution's Course Title: Welfare Economics and the Second Best</td>
</tr>
</tbody>
</table>

**Amount of Credit:** 1 or 2 
If Repeatable Credit or Variable Credit: total repeatable credit allowed 
Instructor: J. Hamilton 
Minimum / maximum credit within a semester 

**Course Description (Course syllabus, grading criteria, and reading list must be attached):**
An introduction and overview to public sector economics. Topics include basic welfare economics, optimal commodity taxation, and public goods and welfare.

**Prerequisites:** ECO 6115

**Corequisites:**

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

**Category of Instruction:**
- Introductory
- Intermediate
- 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):** Fall 1996

**Department Contact and Telephone Number:** Lawrence W. Kenny, 392-0151

**Signature, Department Chair:**  
**Signature, College Dean:**  
**Signature, Graduate Dean (if applicable):**  
**Signature, Institutional Contact:**

**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**
Welfare Economics and the Second Best (1 or 2 credits).

An introduction and overview to public sector economics. Topics include basic welfare economics, optimal commodity taxation, and public goods and welfare.
This is the first of a four-half-semester course sequence on the economics of the public sector. This course covers basic welfare economics, optimal commodity taxation, and an introduction to public goods and externalities. It is essentially the prerequisite to the later courses covering taxation (theory and policy), government expenditure, and empirical research in public economics.

Do not be alarmed at the length of the reading list. The reading list is much more extensive than what will actually be covered; it is intended to serve as a reference guide for your work and general bibliography. At the beginning of each section, I will announce which articles you will be responsible for. Starred articles will definitely be covered.

REQUIREMENTS

Problem sets will be assigned approximately one every two weeks. They are important for learning the material, but do not count heavily toward your grade. Some problem sets extend a lecture presentation, while others include detailed examples. Cooperation on these exercises is permitted. Unless stated otherwise, they must be handed in for grading. The formal requirements are the problem sets and an in-class final exam.
ABBREVIATIONS OF JOURNAL TITLES

AER  American Economic Review
Bell  Bell Journal of Economics
BPEA  Brookings Papers on Economic Activity
EL  Economics Letters
Ema  Econometrica
JEP  Journal of Economic Perspectives
JET  Journal of Economic Theory
JPoE  Journal of Political Economy
JPubE  Journal of Public Economics
NTJ  National Tax Journal
QJE  Quarterly Journal of Economics
REStat  Review of Economics and Statistics
REStud  Review of Economic Studies

TEXTS


F  Feldman, Welfare Economics and Social Choice Theory, Martinus Nijhoff

Q&S  Modern Public Finance, Harvard

These books have been ordered for the course. While most of the material in the course is from journal articles, these books have useful presentations of much of the material covered. For some topics, we will use the presentation in a text directly. Stiglitz’s The Economics of the Public Sector is an undergraduate text with a modern approach to many topics. You may find it useful from time to time.

OTHER BOOKS

T  Tresch, Public Finance: A Normative Theory, Southwestern

H  Auerbach and Feldstein, eds., Handbook of Public Economics, North-Holland

Mueller  Public Choice II, Cambridge

Starrett  Foundations of Public Economics, Cambridge
SYLLABUS

I. SOME BASIC WELFARE ECONOMICS

*F ch. 1-4, 6, 7


Boadway and Bruce, Welfare Economics, Basil Blackwell (1984)


II. PUBLIC GOODS


III. POSITIVE TAX THEORY - BEHAVIORAL EFFECTS

A&S, ch. 2 and 3


IV. EXCESS BURDEN - THE MEASUREMENT OF WELFARE LOSS

H ch. 2 (Auerbach)


Weitzman, "Consumer's Surplus as an Exact Approximation When Prices Are Appropriately Deflated," QJE 103: 543-553 (1988)

Akerlof and Yellen, "Can Small Deviations from Rationality Make Significant Differences to Economic Equilibria?", AER 75: 708-720 (1985)


V. OPTIMAL COMMODITY TAXATION

A&S ch. 11, 12
T ch. 15, 16


Auerbach, "A Brief Note on a Non-existent Theorem about the Optimality of Uniform Taxation," EL 3: 49-52 (1979)

VI. SECOND-BEST SOLUTIONS FOR GOVERNMENT EXPENDITURE


Errata, Economic Inquiry 23: 185 (1985)

Slutsky, "Undersupply and the Untaxed Commodity: A Note on Atkinson and Stern," mimeo
Part I: To Be Completed By the Institution or School District

<table>
<thead>
<tr>
<th>Institution/District:</th>
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<tbody>
<tr>
<td>University of Florida</td>
<td>00</td>
<td>001535</td>
<td>Economics</td>
</tr>
</tbody>
</table>

Add Course As Indicated Below:

Recommended SCNS Course Identification:

- Discipline (SMA) __________________  Prefix ___________  ECO  Level 6  Course Number ________  Lab Code ________  Contact Hour Base ________ or Head Count ________

Institution's Course Title: Empirical Public Economics

Amount of Credit: 1 or 2  If Repeatable Credit or Variable Credit: ______ total repeatable credit allowed

Instructor: M. Werner

Course Description (Course syllabus, grading criteria, and reading list must be attached):

Various topics of empirical analysis of questions in the public sector, drawn from both the taxation and expenditure areas. One area of emphasis is estimation of costs or benefits in the provision of public goods.

Prerequisites: ECO 5424 and ECO 6115

Corequisites:

- Undergraduate Nonmajors
- Undergraduate Majors
- Advanced Undergraduates
- Graduate Students
- Honors Students
- Other (specify):

Category of Instruction: ☐ Introductory  ☐ Intermediate  ☒ Advanced

Effective Term (first term/year course will be offered):

- Spring 1997

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 __________________________
Empirical Public Economics - (1 or 2 credits).

Various topics of empirical analysis of questions in the public sector, drawn from both the taxation and expenditure areas. One area of emphasis is estimation of costs or benefits in the provision of public goods.
EMPIRICAL PUBLIC ECONOMICS: CONTINGENT VALUATION
SPRING 1997

Megan Werner
MAT 325
Phone 392-0475
Office Hours:

Description
This course is designed to make use of the theory learnt in your microeconomics, public economics, and econometrics courses to evaluate the use of contingent valuation surveys for measuring the costs or benefits in public economics.

Prerequisites
ECO 5424, ECO 6115 and Public Economics I.

Exams
Assessment for the course will be based on a take home final exam.

Texts:


COURSE OUTLINE

1. Measuring Values and Benefits.
   Freeman, Chapters 2,3.
   Mitchell and Carson, Chapters 2,3.

2. Willingness to Pay vs Willingness to Accept.
   Willig, Robert D. (1976) "Consumer Surplus Without Apology" American
   Carson, R.T., N.E. Flores (1994) "The Relationship Between the Income
   Elasticities of Demand and Willingness to Pay"
   Hanemann, W.M., (1991) "Willingness to Pay and Willingness to Accept –
   Paper from Hausman book?

3. Strategic Behavior.
   Mitchell and Carson, Chapters 6,7.
   Palfrey, T. and H. Rosenthal (1990) "Testing game theoretic models of free
   riding: new evidence on probability bias and learning", Working Paper, Cal-
   ifornia Institute of Technology.
   Plott, C.R. (1992) "Contingent Valuation Methods as Applied to Nonuse of
   Natural Resources: Evidence from Experiments." Comment No. 6 submitted
   to the National Oceanic and Atmospheric Administration Blue Ribbon Panel

4. Hypothetical Values.
   Mitchell and Carson, Chapters 8,9.
   Paper from Hausman?

5. Other Issues.
   Arrow, K.J. (1993) "Contingent Valuation of Nonuse Values: Observations
   and Questions", in Hausmann (ed).
Arrow, K.J. et al. (1993) "Report of the NOAA Panel on Contingent Valuation".
Mitchell and Carson, Chapters 11,12.

Werner, M. "Allowing for Indifference in Dichotomous Choice Contingent Valuation Models" mimeo.
Part I: To Be Completed By the Institution or School District

<table>
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<tr>
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<th>University of Florida</th>
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<td>Institutional Code:</td>
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<td>Instructional Unit or Department:</td>
<td>Economics</td>
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**Terminate Current Course:** Effective term (month/year):

Current SCNS Course Identification:
- **Discipline (SMA):** Prefix: **ECO**  
  Level: 6  
  Course Number: **536**  
  Lab Code:  
  Contact Hour Base: 4 or Head Count: 
  Institution's Course Title: **Public Expenditures and Collective Decisions**

**Change Course As Indicated Below:**

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<th>Item to Change</th>
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<th>Change To</th>
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<td>Level</td>
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<tr>
<td>Amount of Credit</td>
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<td>1 or 2</td>
</tr>
<tr>
<td>Contact Hour Base or Head Count</td>
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<tr>
<td>Prerequisites/Corequisites</td>
<td>ECO 6536</td>
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**Change Course Title:** **Public Expenditure Theory**

**Change Course Description (Course syllabus must be attached):** An advanced survey of public goods and externalities. Topics include mechanisms for efficient allocation of public goods are considered, with particular emphasis on inducing truthful revelation of preferences in a variety of information settings and Pigovian and Coasian solutions to externalities.

- 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):**  
- Spring 1997

**Department Contact and Telephone Number:**  
- Lawrence W. Kenny, 392-0151

**Signature, Department Chair:**  
- [Signature]  
- (Date)

**Signature, College Dean:**  
- [Signature]  
- (Date)

**Signature, Graduate Dean (if applicable):**  
- [Signature]  
- (Date)

**Signature, Institutional Contact:**  
- [Signature]  
- (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:  
- [Signature]  
- Date

Part III: SCNS Staff Use Only

**Signature**  
- [Signature]  
- Date Entered  
- Correspondence Number  

Rev.9/92
- Public Expenditure Theory (1 or 2 credits).

An advanced survey of public goods and externalities. Topics include mechanisms for efficient allocation of public goods are considered, with particular emphasis on inducing truthful revelation of references in a variety of information settings and Pigovian and Coasian solutions to externalities.
PUBLIC ECONOMICS III
Public Expenditure Theory

(I) Public Goods

(A) Lindahl Equilibrium


(B) General Equilibrium Analysis


(C) Mechanism Design

(C1) Dominant Strategy Mechanisms


(C2) Complete Information


(C3) Incomplete Information


(D) Voluntary Provision


(E) Decentralization


Hamilton and Slutsky, "Decentralization as Separation with Information Transfers."

Hamilton and Slutsky, "Decentralizing Taxation and Public Expenditure Within a Federation."


(II) **Externalities**


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

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<td>University of Florida</td>
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<td>001535</td>
<td>MANAGEMENT</td>
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Terminate Current Course: Effective term (month/year):

Current SCNS Course Identification:
- Discipline (SMA): Prefix_ BUL
- Level: 6
- Course Number: 930
- Lab Code:
- Contact Hour Base: 3 or Head Count:
- Institution's Course Title: SPECIAL TOPICS

Change Course As Indicated Below:

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<td>VARIABLE- 1-3 (MAX 12 credits)</td>
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<td>Amount of Credit</td>
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<td>VARIABLE-.5 to 3 (will state when course is scheduled)</td>
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<td>Prerequisites/Corequisites</td>
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Change Course Title:

Change Course Description (Course syllabus must be attached.):

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

Category of Instruction:
- Introductory
- Intermediate
- Advanced

Effective Term (month/year):
- Spring 1998

Department Contact and Telephone Number:
- Lea King 392-0163

Signature, Department Chair:
- [Signature]
- [Date]

Signature, College Dean:
- [Signature]
- [Date]

Signature, Graduate Dean (if applicable):
- [Signature]
- [Date]

Signature, Institutional Contact:
- [Signature]
- [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
Florida Department of Education  
Statewide Course Numbering System  
Course Termination or Change Transmittal Form  
(See instructions on reverse side)

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Terminate Current Course: Effective term (month/year): 

Current SCNS Course Identification:
- Discipline (SMA) __________ Prefix _______ MAN Level ______ Course Number ______ Lab Code ______ Contact Hour Base ______ or Head Count ______
- Institution's Course Title: PERSONNEL TECHNIQUES AND ADMINISTRATION

Change Course As Indicated Below:

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<tr>
<td>Prerequisites/Corequisites</td>
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Change Course Title: HUMAN RESOURCE MANAGEMENT

Change Course Description (Course syllabus must be attached):

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

Category of Instruction:
- Introductory
- Intermediate
- Advanced

Effective Term (month/year): Spring 1996

Department Contact and Telephone Number:
Lea King 904-392-0163

Signature, Department Chair: [Signature] 9/1/95

Signature, Graduate Dean (if applicable): [Signature] (Date)

Signature, Institutional Contact: [Signature] (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: [Signature] Date

Part III: SCNS Staff Use Only

Signature Date Entered Correspondence Number
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: University of Florida  
District Code: 00  
Institutional Code: 001535  
Instructional Unit or Department: 

Add Course As Indicated Below:

Recommended SCNS Course Identification: MAN 6xxx

Discipline (SMA)  Prefix  Level  Course Number  Lab Code  Contact Hour Base 3 or Head Count

Institution's Course Title: Organizational Staffing

Amount of Credit: 3 hours  
If Repeatable Credit or Variable Credit:  
total repeatable credit allowed

Instructor: Schmit, Scully, Motowidlo

Course Description (Course syllabus, grading criteria, and reading list must be attached.): Overview of human resource selection. Covers topics such as recruitment, job analysis, psychometrics, criterion measurement, development and evaluation of selection devices, and practical applications.

Prerequisites: MAN 6245 Organizational Behavior

Corequisites:

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

Category of Instruction: ☑ Introductory  
☐ Intermediate  
☐ Advanced

If 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): August 1995

Department Contact and Telephone Number: Lea King 904-392-0163

Signature, Department Chair:  

(Date) 9/11/95

Signature, Graduate Dean (if applicable):  

(Date)

Signature, College Dean:  

(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

Rev.10/92
SYLLABUS

Organizational Staffing
MAN6930

Spring, 1995

Instructor: Mark J. Schmit, Ph.D.
Phone: Office: 392-3716
           Home: 336-7366 (before 11:00 pm)
           E-mail: schmitmj@dale.cba.ufl.edu

Office: BUS 227
Hours: M - 3:00-4:30
       W - 1:45-4:00 or
       By Appointment


Target Case Packet

Readings (I will get them to you on a weekly basis)

Course Management

This course will comprise many important components, all of which are important elements in the learning process. The following is a listing of each of the course components used in determining grades, along with a brief description of the rationale for that component:

<table>
<thead>
<tr>
<th>Component</th>
<th>Rationale</th>
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<tbody>
<tr>
<td>Examinations</td>
<td>Examinations are given to test students' comprehension of the material covered both in the book and in class. In this course we will complete two examinations, each worth about 15% of the final grade (30% total grade - 200 points).</td>
</tr>
<tr>
<td>Homework Assignments</td>
<td>These encourage the student to use and polish the skills we are developing in the classroom. Assignments will build on each previous assignment. There will be three assignments (30% total grade - 200 points).</td>
</tr>
<tr>
<td>Labs</td>
<td>Labs provide the opportunity for students to practice essential skills with the instructor available to guide the learning process. Lab time also provides an opportunity for students to practice their own teaching skills and learn from each other. We will have labs each Monday. The write-up of the lab will be due the following Monday. The first hour</td>
</tr>
<tr>
<td>Component</td>
<td>Rationale</td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Student/Teacher Contracts</td>
<td>Goal setting is a prerequisite for success in any endeavor. The student/teacher contract requires the student to set a course goal and to make that goal known to his/her instructor. It also encourages the student to read and understand the grading criteria.</td>
</tr>
<tr>
<td>Instructor/Peer/Self Evaluations</td>
<td>These provide the instructor with multiple sources of information for grading, and provide the students with multiple sources of developmental information (10% of final grade - 66 points).</td>
</tr>
</tbody>
</table>

Most students will use computers to complete many projects in this class. If you do so, remember that it is against student code, and the law, to use unregistered software. Don't copy software unless you own it and your license specifies that it may be copied.

---

**Grades**

Based on 666 total points:

Grade of A = 599 points

Grade of B+ = 583 points

Grade of B = 532 points

Grade of C = 465 points

Grade of D = 398 points

Grade of F = < 398 points
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
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<tr>
<td>1/9-M</td>
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<td>Measurement</td>
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<tr>
<td>2/15-W</td>
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<td>2/22-W</td>
<td>Reliability</td>
<td>Chapter 5</td>
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<td>2/27-M</td>
<td>Reliability/Validity</td>
<td>Chapter 6</td>
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<tr>
<td>3/1-W</td>
<td>Validity</td>
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<td>3/6 - 3/8-M &amp; W</td>
<td>SPRING BREAK - No Class</td>
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<td>3/13-M</td>
<td>Validity/Decision Making</td>
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<td>4/3-M</td>
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<td>4/26-W</td>
<td>EXAM 2 - Final distributed - Due on 5/3 by Noon</td>
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Bibliography


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

Institution/District: University of Florida

Add Course As Indicated Below:

Recommended SCNS Course Identification: MAN 6XXX

Discipline (SMA) Prefix Level Course Number Lab Code Contact Hour Base 3 or Head Count

Institution's Course Title: Negotiations

Amount of Credit: 3 hours If Repeatable Credit or Variable Credit: total repeatable credit allowed

Instructor: Thomas minimum / maximum credit within a semester

Course Description (Course syllabus, grading criteria, and reading list must be attached):

Theory and skills of negotiation and conflict resolution designed for MBA students.

Prerequisites:

Corequisites:

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 (first term/year course will be offered):

AUGUST 1995

Department Contact and Telephone Number:

Lea King 904-392-0163

Signature, Department Chair: Signature, College Dean:

October 11, 1995 (Date) (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
BUL 6930: The Art and Science of Negotiation
Spring 1995

Instructor: Robert Thomas
392-0163 (Dept. Office)
392-0136 (Direct)
Dale/RET or RET@dale.cba.ufl.edu

Office Hours: Tuesdays 3:00-5:00. If this time is not convenient, make an appointment for another time. In general, if you knock on my door and I open it, I will be happy to talk to you.

Course Materials


Course Materials (Handed out in class. However, you MUST PAY IN ADVANCE at UBS, 1227 W. University).

Overview

The purpose of this course is to understand the theory and processes of negotiation as it is practiced in a variety of settings. Negotiation is the art and science of securing an agreement between two or more independent parties. This course focuses on understanding the behavior of individuals, groups and organizations in the context of competitive situations.

The course is designed to be relevant to a broad spectrum of negotiation problems that are faced by the manager and the professional. A basic premise of the course is that while a manager needs analytical skills to discover optimal solutions to problems, a broad array of negotiation skills is needed in order for analytical skills to be accepted and implemented.

This course allows students to develop negotiation skills experientially and to understand negotiation in useful analytical frameworks. Considerable emphasis will be placed on negotiation exercises and role playing. The exercises serve as catalysts for the evaluation and discussion of different types of negotiation situations, but they are not meant to include every aspect of "real-world" negotiation. In class discussions and lectures will supplement the exercises.

The objectives of the course are:

- To gain a broad, intellectual understanding of the nature of and central concepts in negotiation. This will help you to understand and evaluate a negotiation process.

- To develop confidence in the use of the negotiation process as an effective tool for resolving conflict in organizations. One important way that this objective is accomplished is by providing you with negotiation experience, which includes
learning how to evaluate the costs and benefits of alternative actions.

- To improve your ability to analyze the behavior and motives of individuals, groups, and organizations in competitive settings. This objective includes learning how to analyze your negotiation partners and opponents.

Course Requirements

1. Participation (35% of your grade). Class participation is a crucial part of the learning process in this course. You will be evaluated on the quality of your contribution and insights. Quality comments tend to offer a unique, but relevant perspective. Contribute to moving the discussion and analysis forward, or demonstrate some reflective thinking, including evidence, argumentation, or recognition of inherent tradeoffs.

The emphasis on experiential learning makes the administration of the course difficult and makes student participation critical. When you are not fully prepared or miss a class, not only do you lose out on the evening’s experience, others in the class lose the opportunity to negotiate with you, perhaps being forced to take an observer’s role. If you must miss a class, you must notify me at least two days in advance. You may miss two classes without adverse impact. On your third and subsequent absences, your participation grade drops one-quarter of a letter grade for each absence (e.g., from 3.5 to 3.25 on the third absence). Failure to notify me in advance of any absence will result in a one-half letter grade drop (e.g., from 3.5 to 3.0 on any unannounced absence). Participation includes full preparation for exercises. Lack of preparation will be treated like an absence for the evening of that exercise.

2. Journal Entries (40% of your grade). Following each negotiation exercise you should write a brief critical analysis report. These 1-2 page typewritten reports are meant to clarify your thinking about the exercise, and allow you to express your perception of the negotiation to the people with whom you interacted. You must submit your journal entries for the exercises designated in the course outline to the instructor by the specified dates. Journal entries should be written summaries of the reactions, perceptions, insights, etc., gained from your participation in the negotiation(s). You should discuss your own experiences and those of your classmates. Don’t just describe the exercise involved. Instead, cover many of these points as well as others you feel are appropriate.

A) Your interest, stake, position in the relevant negotiation and your preparation for it.

B) The strategies, and tactics you intended to use: actually used.

C) A candid assessment of the outcome of the negotiation and analysis of why things worked out as they did.

D) What you learned from listening or observing yourself and others involved in the experience. What you would do differently, given the chance.

I will read, comment on, grade, and return each entry to you in a timely manner. The purpose of the graded feedback is to encourage thoughtful analysis, and to use theories and concepts presented in the readings, discussions, etc. Well-developed entries are those that “step back” from the bargaining process. Identify key events and processes, draw upon relevant readings or class discussions, and are written coherently and legibly.
A Final Journal Entry is due on the last day of class together with all required regular journal entries. This final submission should be a collected statement of what you learned about yourself and how you changed as a negotiator during the course. Here are some examples of questions you might address in this entry.

A) Do I enjoy bargaining, being in conflict with others, trying to persuade them of my viewpoint? Why or why not?

B) Do others regard me as a “good bargainer”? Am I viewed as one who gives in too easily, holds out too long, or knows when to make tradeoffs? How do I view myself?

C) Under which situations do I feel most competent as a bargainer, least competent? What do these situations have in common?

D) How has my bargaining style changed during this course? What are the implications for these changes?

3. Term Project (25% of your grade). This project may be completed in groups of 2-3 students. The project may be defined in a number of ways, however, it should increase your understanding of negotiation. Maximum length is ten double-spaced typed pages, exclusive of tables, indices, etc. Some sample projects include:

- Develop a simulation exercise that could be used in a future edition of this course. Ideally, this exercise should tap some of the processes that you think are important but that were overlooked in this course. Be sure to test your exercise on a pilot group. The write-up of the exercise should include: the objectives of the exercise, the exercise itself (in an appendix), and the results of your pilot run of the exercise. Also, include your reaction to the results—what surprised you, what needed to be adjusted, and teaching notes for use with the exercise.

- Analyze a negotiation situation. You may choose a personal experience, a friend or a relative, a published case, or a situation in the news. Select an incident that you have enough detail about, and that is sufficiently rich to provide data for analysis.

- Conduct a set of interviews with a set of non-experts who must negotiate an important event in their lives. What are the determinants of negotiation success in this context? Potential non-experts include individuals' negotiations for jobs, for condos or houses, for cars.

- Do a field experiment. If you have access to some organization in which negotiation between clients and professionals is central (car dealerships, etc.), arrange to have clients and professionals engage in one of the exercises that we do in class and report the results.
The project will be evaluated in terms of the following criteria:

- Intellectual understanding: how well do you understand the concepts you employ?
- Creativity: are you able to extend, modify or elaborate the concepts you employ?
- Perceptiveness: are you able to bring meaningful order (insight) to the data that you choose to report?
- Organization: is the paper clearly written and professionally presented?

All students must submit a one-page detailed project proposal by March 1. All members of a group will receive the same grade. The project is due on April 12.

**COURSE OUTLINE**

**Introduction to Negotiation and the Nature of Conflict**

Jan 11  Discussion of course substance, logistics and introduction  
- Read Fisher, Ury and Patton. *Getting to Yes*

Jan 18  Distributive Bargaining  
- Oil Pricing Exercise  
- Read *An Interview with Mary Parker Follet* (Breslin and Rubin, hereafter referred to as BR, pp. 13-25)  
- Hand in memorandum on negotiation advice

Feb 1  Integrative Bargaining  
- Class exercise  
- Negotiate *New Recruit*  
- Read *Consider Relationships and Substance...* (Lewicki, Litterer et al., hereafter referred to as LL, pp. 53-70)

**Preparation for Negotiation**

Feb 8  Information and Negotiation  
- Negotiate *Carter Racing*  
- Prepare for Powerscreen negotiation  
- Read *Prenegotiation Planning...* and following (LL pp. 169-188)  
- *New Recruit* journal entry due

Feb 15  Preparing for Negotiation  
- Negotiate Powerscreen  
- Read *Interests: The Measure of Negotiations* (BR pp. 161-180)
The Negotiation Proper

Feb 22   Options and Legitimacy
         • View Hackerstar video
         • Powerscreen journal entry due

Mar 1   Dynamics of Negotiation
         • Negotiate Sally Soprano
         • View Escalation of a Conflict
         • Read Winning at Negotiation and following (LL pp. 83-105)
         • Sally Soprano journal entry due

Mar 15  Dynamics of Negotiation
         • Read Negotiator's Judgment (BR, pp. 197-209)
         • Negotiate The Balmara Border Dispute

Mar 22  Power in Negotiation
         • Read The Role of Power and following (BR pp. 115-140)
         • Class Exercise
         • Balmara Border Dispute journal entry due

Culture, Gender and Complex Negotiation and Mediation

Mar 29  Multi-Party Negotiations
         • Negotiate El Tek on your own

Apr 5   Gender Issues
         • Debrief El Tek
         • Read Her Place at the Table (BR pp. 261-277)
         • View Women Negotiate
         • El Tek journal entry due

Apr 12  Culture Issues and Introduction to Mediation
         • Read The Japanese Negotiation Style (LL pp. 541-552)
         • Read A Brief Outline of the Mediation Process (Hand Out)
         • View Roadster Meets Dent
         • Final project due

Apr 19  Mediation
         • Read How Mediation Works (LL pp. 445-465)
         • Negotiate with mediator Gator v. City of Quincy

Apr 26  Mediation and course conclusion
         • Read The Role of the Mediator (LL pp. 466-473)
         • Negotiate The Amanda Project
         • Final journal entry due with copies of all previous journal submissions
BUL 6930: The Art and Science of Negotiation
Spring 1995

References


GENERAL FACULTY MEETING
MINUTES
DECEMBER 1, 1995

1. Minutes from the 8/25/95 General Faculty meeting were approved as distributed.

2. The Undergraduate Committee submitted the following curriculum changes for approval:
   A motion was made for each individual item listed; each individual item was
   seconded; and each individual item was approved.
   A. Change grading option for MAR 4945 to S-U
   B. Increase credit hours ECO 3100 - from 3 to 4
   C. Increase undergraduate elective credit hours for the following courses:
      ECO 4934 - from 1-3 to 1-4
      ECO 4905 - from 1-3 to 1-4
      ECS 4203 - from 3 to 4
      ECS 4013 - from 3 to 4
      ECS 4003 - from 3 to 4
      ECP 4451 - from 3 to 4
      ECP 4403 - from 3 to 4
      ECP 3423 - from 3 to 4
      ECP 3302 - from 3 to 4
      ECO 4914 - from 3 to 4
      ECO 4622 - from 3 to 4
      ECO 4504 - from 3 to 4
      ECO 4431 - from 3 to 4
      ECO 3704 - from 3 to 4
      ECO 3703 - from 3 to 4
      ECO 3700 - from 3 to 4
   D. Require BS-ECO majors to take 3 four-hour economic electives (changed from 4 three-hour electives).
   E. Delete ACG 2071 as a requirement for the Business Minor
GRADUATE FACULTY MEETING  
MINUTES  
DECEMBER 1, 1995

1. Minutes from the 8/25/95 Graduate Faculty meeting were approved as distributed.

2. The Graduate Committee approved the following curriculum changes and submitted them for approval. A motion was made for each individual item; each individual item was seconded; each individual item was approved by the faculty.
   A. Prereq changes:
      ECO 5415 - from MAC 3223, 324; coreq: ECO 6805 to: class and college of 7BA, 7AG or permission of instructor.
      
      ECO 6805 - from MAC 3223, 3224 to: class and college of 7BA, 7AG or permission of instructor.

   B. Title, prereq, and description change:
      ECO 6405 - from title Mathematical Economics 1 to: Mathematical Economics: Game Theory. From prereq ECO 6805 or equivalent to: ECO 6805, ECO 6406 or permission of instructor. Change course description to: Advanced game theory including incomplete information games with application to economics.

   C. Changes to 2nd year ECO Ph.D. curriculum:
      1) In the Industrial Organization and Regulation Sequence, replace the semester long Economics of Regulated Industries (ECP 6426) with a half-semester version of that course and a half-semester course Empirical Industrial Organization (ECP 6xxx).
      2) In the Public Economics sequence, replace the two-semester long courses (ECO 6526, ECO 6536) with four half-semester courses, two of which will retain the original titles and course numbers.

   D. Credit, contact hour, title, description changes:
      ECP 6426 - change credit from 3 to 1 or 2; change contact hour from 4 to 2; change course title from Economics of Regulated Industries to: Regulatory Principles; change course description to: The theory and practice of regulatory institutions, with an emphasis on natural monopoly, incentive issues, and pricing across products and over time. Alternative to traditional regulations are assessed in terms of their impact on economic and social objectives.
      
      ECO 6516 - change credit from 3 to 1 or 2; change contact hour from 4 to 2; change course prerequisite to ECO 6XXX; change course title from Public Revenue and