UNIVERSITY OF FLORIDA

COLLEGE OF BUSINESS ADMINISTRATION
Graduate School of Business
Fisher School of Accounting
JOHN KRAFT, DEAN

100 Bryan Hall * P.O. Box 117150
Gainesville, Florida 32611-7150
Tele: (904)392-2397. ext. 1217 * Fax: (904)392-2086

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	ECO 4905	ECS 4203
ECS 4013	ECS 4003	ECP 4451
~~ECP 4403~~	ECP 3423	ECP 3302
ECO 4914	ECO 4622	ECO 4504
ECO 4431	ECO 3704	ECO 3703
ECO 3700		

and chg descriptions ECO 4404 ECP 5203 ECS 4334 ECO 4403 ECP 3115

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	~~ECO 4400~~	~~ECP 3113~~
~~ECP 3203~~	ECS 3403	~~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

GRADUATE FACULTY MEETING
DECEMBER 1, 1995
AGENDA

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 6~~5~~26, 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 6636

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~~ MAN 6xxx - Negotiations

4. **Other Business**

UNIVERSITY OF FLORIDA

Andy McCollough

College of Business Administration
W. Andrew McCollough
Associate Dean

109 Bryan Hall * P.O. Box 117150
Gainesville, Florida 32611-7150
Tele: (904)392-8436. ext. 1223 * Fax: (904)392-2086
Email: wamccol@nervm.nerdc.ufl.edu

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 6516, 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 6536

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

TheMBA 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

WAM:sh

Attachments

cc: Gary Koehler

Florida Department of Education
Statewide Course Numbering System

Form UCC2
OAA # ____

Course Termination or Change Transmittal Form

(See instructions on reverse side)

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

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

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

Current SCNS Course Identification:
Discipline (SMA) ____ 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:

Item to Change	Change From	Change To
Reclassify: Pref, No., Lab Code	(See above)	
Level	(See above)	
Amount of Credit		
Contact Hour Base or Head Count		
Prerequisites/Corequisites	MAC 3223, 3224; coreq: ECO 6805	Class and college of /BA, /AG or permission of instructor

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: Lawrence W Kenny (Date) 10/23/95	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

Form UCC2
OAA # ____

Course Termination or Change Transmittal Form

(See instructions on reverse side)

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

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

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		
Contact Hour Base or Head Count		
Prerequisites/Corequisites	MAC 3223, 3224	Class and college of 7BA, 7AG or permission of instructor.

Change Course Title:

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):	Department Contact and Telephone Number:
Fall 1996	Lawrence W. Kenny, 392-0151
Signature, Department Chair: Lawrence W Kenny (Date) 10/23/95	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

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Florida Department of Education
Statewide Course Numbering System

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OAA # ____

Course Termination or Change Transmittal Form

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

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

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

Current SCNS Course Identification:
Discipline (SMA) ____ Prefix ECO Level 6 Course Number 405 Lab Code ____ Contact Hour Base 4 or Head Count ____
Institution's Course Title: Mathematical Economics 1

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		
Contact Hour Base or Head Count		
Prerequisites/Corequisites	ECO 6805 or equivalent.	ECO 6805, ECO 6406 or permission of instructor.

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 ☐ Undergraduate Majors ☒ Graduate Students ☐ 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: Lawrence W Kenny (Date) 12/23/95

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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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

Form UCC2
OAA # ____

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

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

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

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	1 or 2
Contact Hour Base or Head Count	4	2
Prerequisites/Corequisites		

Change Course Title: Regulatory Principles

Change Course Description (Course 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 eocnomic and social objectives.

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):	Department Contact and Telephone Number:
Spring 1997	Lawrence W. Kenny, 392-0151
Signature, Department Chair: Lawrence Kenny (Date) 10/23/95	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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Rev.9/92

- **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 — S.V. Berg 202 MAT

Session	(Chapter)/Topic	Concepts
1	(1) Introduction and (2) Natural Monopoly	Historical Goals Economies of Scale and Scope Subadditivity, P=MC
2	(3) Ramsey Pricing	Second Best
3	Dominant Firms and Rivalry	Viable Industry Ramsey Optima (VIRO) FDC Pricing
4	(4) Nonlinear Pricing	Two Part Tariffs Efficiency vs. Equity
5	(5) Intertemporal	Peak Load Pricing
6	(7) Sustainability	Cross-subsidization Contestability
7	(8) Regulation in Practice	Public interest and capture theories
8	(9) Rate Base Regulation	Averch/Johnson Single and Multi-product
9	(10) Technological Change	Innovative inputs Factor augmenting change
10	(11) Partial Regulation and Price Caps	Sustainability under partial regulation (SUPR)
11	Cost Allocation, Residual Regulation	Destructive Competition, Predation, Efficient Components
12	Deregulation	Diversification, Integration
13	(12) Alternatives to Regulation	Franchise Competition, Public Ownership, Price Caps
14	Regulation of Quality	Price/Quality trade-offs Social Rate-making

Florida Department of Education
Statewide Course Numbering System

Form UCC2
OAA # ____

Course Termination or Change Transmittal Form

(See instructions on reverse side)

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

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

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

Current SCNS Course Identification:
Discipline (SMA) ____ Prefix ECO Level 6 Course Number 516 Lab Code ____ Contact Hour Base 4 or Head Count ____
Institution's Course Title: Public Revenue and Distribution

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	1 or 2
Contact Hour Base or Head Count	4	2
Prerequisites/Corequisites		ECO 6____ "WELFARE ECONOMICS & THE SECOND BEST"

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 ☐ Undergraduate Majors ☒ Graduate Students ☐ 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: Lawrence W Kenny (Date) 10/23/95

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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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.

ECONOMICS 6516
TAXATION

FALL 1996
J. HAMILTON

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

A&S Atkinson and Stiglitz, Lectures on Public Economics, McGraw-Hill

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

Starrett Foundations of Public Economics, Cambridge

SYLLABUS

I. OPTIMAL COMMODITY TAXATION: VIOLATIONS OF THE STANDARD ASSUMPTIONS

Stiglitz and Dasgupta, "Differential Taxation, Public Goods and Economic Efficiency," <u>REStud</u> 38: 151-174 (1971)

Diamond, "Taxation and Public Production in a Growth Setting," in Mirrlees and Stern, <u>Models of Economic Growth</u>, Macmillan (1973)

Wilson, "On the Optimal Tax Base for Commodity Taxation," <u>AER</u> 79: 1196-1206 (1989)

V. OPTIMAL INCOME TAXATION

A&S, ch. 13.

Mirrlees, "An Exploration in the Theory of Optimum Income Taxation," <u>REStud</u> 38: 175-208 (1971)
Mirrlees, "The Theory of Optimal Income Taxation," in <u>Handbook of Mathematical Economics</u>
Mirrlees, "Optimal Tax Theory: A Synthesis," <u>JPubE</u> 6: 327-358 (1977)

*Brito and Oakland, "Some Properties of the Optimal Income Tax," <u>International Economic Review</u> 18: 407-423 (1977)

*Sadka, "On Income Distribution, Incentive Effects and Optimal Income Taxation," <u>REStud</u> 43: 261-268 (1976)

Seade, "On the Shape of Optimal Tax Schedules," <u>JPubE</u> 7: 203-236 (1977)

Stiglitz, "Self-Selection and Pareto-Efficient Taxation," <u>JPubE</u> 17: 213-240 (1982)

Brito, Hamilton, Slutsky and Stiglitz, "Pareto Optimal Tax Structures," <u>Oxford Economic Papers</u> 42: 61-77 (1990)

_____, "Randomization in Optimal Income Tax Schedules," <u>JPubE</u> (1995)
Stiglitz, "Utilitarianism and Horizontal Equity: The Case for Random Taxation," <u>JPubE</u> 18: 1-33 (1982)

_____, "Dynamic Optimal Income Taxation with Government Commitment," <u>JPubE</u> 44: 15-35 (1991)

Blackorby and Donaldson, "Cash vs. Kind, Self-Selection, and Efficient Transfers," <u>AER</u> 78: 691-700 (1988)

H ch. 15 (Stiglitz)

Piketty, "Implementation of First-Best Allocations via Generalized Tax Schedules," JET 61: 23-41 (1993)

Ray, "Sensitivity of 'Optimal' Commodity Tax Rates to Alternative Demand Functional Forms: An Econometric Case Study of India," JPubE 31: 253-268 (1986)

Wibaut, "A Model of Tax Reform for Belgium," JPubE 32: 53-77 (1987)

II. TAXATION OF COMMODITIES FOR REDISTRIBUTION

A&S ch. 14

T ch. 16

Atkinson and Stiglitz, "The Structure of Indirect Taxation and Economic Efficiency," JPubE 1: 97-119 (1972)

Atkinson and Stiglitz, "The Design of Tax Structures: Direct vs. Indirect Taxation," JPubE 6: 55-75 (1976)

Bradford and Rosen, "The Optimal Taxation of Commodities and Income," AER P&P 66: 94-100 (1976)

Atkinson, "Optimal Taxation and the Direct vs. Indirect Tax Controversy," Canadian Journal of Economics 10: 590-606 (1977)

Christiansen, "Which Commodity Taxes Should Supplement the Income Tax?," JPubE 24: 195-220 (1984)

Sah, "How Much Redistribution is Possible Through Commodity Taxes?" JPubE 20: 89-101 (1983)

Slemrod, "Optimal Taxation and Optimal Tax Systems," JEP 4 (no. 1): 157-178 (1990)

III. TAX INCIDENCE

A&S ch. 6, 7

T ch. 17

H ch. 16 (Kotlikoff and Summers)

*Harberger, "The Incidence of the Corporation Income Tax," JPolE 70: 215-240 (1962), reprinted in Harberger, Taxation and

Welfare, Little Brown, pp. 135-162
Vandendorpe and Friedlaender, "Differential Incidence in the Presence of Initial Distorting Taxes," JPubE 6: 205-229 (1976)
Gravelle and Kotlikoff, "The Incidence and Efficiency Costs of Corporate Taxation When Corporate and Noncorporate Firms Produce the Same Good," JPolE 97: 749-780 (1989)

*Diamond, "Tax Incidence in a Two-Good Model," JPubE 9: 283-299 (1978)

Diamond, "Incidence of an Interest Income Tax," JET 2: 211-224 (1970)

Hotelling, "Edgeworth's Taxation Paradox and the Nature of Supply and Demand Curves," JPolE 40: 577-616 (1932)

Shoven and Whalley, "Applied General Equilibrium Models of Taxation and International Trade: An Introduction and Survey," JEL 22: 1007-1051 (1984)

Feldstein, "The Surprising Incidence of a Tax on Pure Rent: A New Answer to an Old Question," JPolE 85: 349-360 (1977)
Calvo, Kotlikoff, and Rodriguez, "The Incidence of a Tax on Pure Rent: A New (?) Reason for an Old Answer," JPolE 87: 869-874 (1979)
Fane, "The Incidence of a Tax on Pure Rent: The Old Reason for the Old Answer," JPolE 92: 329-333 (1984)

Lau, "When Is a Tax Neutral?," JPubE 9: 319-339 (1978)

Zeckhauser, "Taxes in Fantasy," JPubE 8: 133-150 (1977)

Pechman, Who Paid the Taxes, 1966-1985, Brookings (1985)

IV. TAXATION OF CAPITAL

A&S ch. 5

H ch. 5 (Sandmo), ch. 17 (King)

CORPORATE PROFITS TAXATION

Samuelson, "Tax Deductibility of Economic Depreciation to Insure Invariant Valuation," JPolE 72: 604-606 (1964)

*Stiglitz, "The Corporation Tax," JPubE 5: 303-311 (1976)
Stiglitz, "Taxation, Corporate Financial Policy and the Cost of Capital," JPubE 2:1-34 (1973)
*Flemming, "A Reappraisal of the Corporate Income Tax," JPubE 6: 163-169 (1976)

Chang, "Optimal Taxation of Business and Individual Incomes," JPubE 35: 251-263 (1988)

Miller, "Debt and Taxes," Journal of Finance 32: 261-275 (1977)

Miller and Scholes, "Dividends and Taxes," Journal of Financial Economics 6: 333-364 (1978)

Bagwell and Shoven, "Cash Distributions to Shareholders," Journal of Economic Perspectives 3: 129-140 (1989)

Miller, "The Modigliani-Miller Propositions After Thirty Years," Journal of Economic Perspectives 2: 99-158 (1988) including comments

Gravelle, "Effects of the 1981 Depreciation Revisions on the Taxation of Income from Business Capital," NTJ 35: 1-20 (1982)

Auerbach, The Taxation of Capital Income, Harvard

Auerbach, "Taxation, Corporate Financial Policy and the Cost of Capital," JEL 21: 905-940 (1983)

Auerbach, "Corporate Taxation in the United States," Brookings Papers 1983: 2, p. 451-513.

Scholes and Wolfson, Taxes and Business Strategy, Prentice Hall (1992)

Auerbach and Poterba, "Why Have Corporate Tax Revenues Declined?" in L. Summers, Tax Policy and the Economy, vol. 1, MIT Press (1987)

Auerbach, "The Dynamic Effects of Tax Law Asymmetries," REStud (1986)

SAVINGS

Kotlikoff, "Taxation and Savings: A Neoclassical Perspective," JEL 22: 1576-1629 (1984)

David and Scadding, "Private Savings: Ultrarationality, Aggregation and 'Denison's Law'" JPolE 82: 225-249 (1974)

Boskin, "Taxation, Saving and the Rate of Interest," JPolE 86: S3-S27 (1978)

Howrey and Hymans, "The Measurement and Determination of Loanable Funds Savings," in Pechman, ed., What Should Be Taxed: Income or Expenditure?, Brookings

Institution (1980)

Feldstein, "Social Security, Induced Retirement and Aggregate Capital Accumulation," JPolE 82: 905-926 (1974)
Leimer and Lesnoy, "Social Security and Private Savings: New Time-Series Evidence," JPolE 90: 606-629 (1982)
Feldstein, "Social Security and Private Savings: Reply," JPolE 90: 630-642 (1982)
Burkhauser and Turner, "Social Security, Preretirement Labor Supply, and Saving: A Confirmation and Critique," JPolE 90: 643-646 (1982)

Barro, "Are Government Bonds Net Wealth?," JPolE 82: 1095-1117 (1974)

Munnell, "Private Pensions and Savings: New Evidence," JPolE 84: 1013-1032 (1976)

Atkinson and Sandmo, "Welfare Implications of the Taxation of Savings," Economic Journal 90: 529-549 (1980)

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

Modigliani, "The Role of Intergenerational Transfers and Life Cycle Savings in the Accumulation of Wealth," JEP 2 (no. 2): 15-40 (1988)

Kotlikoff, "Intergenerational Transfers and Savings," JEP 2 (no. 2): 41-58 (1988)

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

Poterba, "House Price Dynamics: The Role of Tax Policy and Demography," BPEA 1991 (no. 2): 143-203

Bradford, Untangling the Income Tax, Harvard

Bradford, Blueprints for Basic Tax Reform

CAPITAL GAINS

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

*Stiglitz, "Some Aspects of the Taxation of Capital Gains," JPubE 21: 257-294 (1983)

Poterba, "How Burdensome Are Capital Gains Taxes: Evidence from the U. S.," JPubE 33: 157-172 (1987)

Auten and Cordes, "Policy Watch: Cutting Capital Gains Taxes," JEP 5 (no. 1): 181-192 (1991)

Auerbach, "Capital Gains Taxation in the U.S.: Realizations, Revenue and Rhetoric," BPEA 595-637 (1988)

Auerbach, "Retrospective Capital Gains Taxation," AER 81: 167-178 (1991)

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

FRINGE BENEFITS

Blank, Social Protection versus Economic Flexibility: Is There a Trade-off? University of Chicago press (1994)

Madrian, "Employment-Based Health Insurance and Job Mobility: Is There Evidence of Job Lock?" QJE 109: 27-54 (1994)

Gruber and Poterba, "Tax Incentives and the Decision to Purchase Health Insurance: Evidence from the Self-Employed," QJE 109: 701-733

Diamond, "Organizing the Health insurance Market," Econometrica 60: 1223-1254 (1992)

V. TAXATION WITH UNCERTAINTY

Diamond and Mirrlees, "A Model of Social Insurance with Variable Retirement," JPubE 10: 295-316 (1978)

Hamilton, "Optimal Wage and Income Taxation with Wage Uncertainty," International Economic Review 28: 373-385 (1987)

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

Gordon and Wilson, "Measuring the Efficiency Cost of Taxing Risky Capital Income," AER 79: 427-439 (1989)

Florida Department of Education
Statewide Course Numbering System

Form UCC1
OAA #_____

New Course Transmittal Form

(see instructions on reverse side)

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

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

Instructor: C. Ai

If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed

_____ 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
- ☐ Undergraduate Majors
- ☐ Advanced Undergraduates
- ☒ Graduate Students
- ☐ Honors Students
- ☐ Other (specify):

Category of Instruction: ☐ Introductory ☐ Intermediate ☒ Advanced

List 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): Spring 1997

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

Signature, Department Chair: Lawrence W Kenny (Date) 10/23/95

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.

T. Bresnahan and R. Schmalensee, **The Empirical Renaissance in Industrial Economics**, Basil Blackwell, 1987.

R. Schmalensee and R. Willig, **Handbook of Industrial Organization**, North-Holland, 1989.

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.

Z. Griliches and J. Mairesse, "Production Functions: The search for identification", mimeo, 1995.

D.W. Jorgenson, "Econometric Methods for Modeling Producer Behavior," in Z. Griliches and M. Intriligator, ed., Handbook of Econometrics, Vol 3, 1986.

Y. Mundlak, "On the (in)efficiency of empirical dual production functions and related issues," University of Chicago mimeo, 1994.

S. Olley and A. Pakes, "The dynamics of productivity in the telecommunications industry," NBER Working Paper No. 3977, 1992.

J. Panzar, "Technological determinants of firm and industry structure," Handbook, Vol 1, Chapter 1.

L.H. Roller, "Proper quadratic cost functions with an application to the Bell system," RESTAT, 202-210, 1990.

Relative Efficiency and Scale Economy

S. Atkinson and R. Halvorsen, "Parametric Efficiency Tests, Economies of Scale, and input demand in U.S. electric power generation," IER 647-662, 1984.

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

a regulated environment: The case of U.S. electric utilities," J. Pub. Econ., 281-294, 1986.

R. Fare, S. Grosskopf, and J. Logan, "The relative performance of publicly-owned and privately-owned electric utilities," J. Pub. Econ., 89-106, 1985.

T.J. Klette and Z. Griliches, "The inconsistency of common scale estimators when output prices are unobserved and endogenous," NBER Working paper #4026, 1992.

R.A. Meyer, "Publicly owned versus privately owned utilities: A policy choice," RESTAT, 391-399, 1975.

M. Nerlove, "Returns to scale in electricity supply," in Carl F. Christ (ed.), Measurement in Economics, 1963.

D.R. Pescatrice and J.M. Trapani III, "The performance and objectives of public and private utilities operating in the United States," J. Pub. Econ. 259-276, 1980.

J.A. Yunker, "Economic performance of public and private enterprise: The case of U.S. electric utilities," JEconomics and Business, 60-67, 1975.

Imperfect Competition

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

J. Baker, "Identifying cartel policing under uncertainty: The U.S. steel industry," JLE, 547-576, 1989.

J. Baker and T. Bresnahan, "Estimating the residual demand curve facing a single firm," IJIO, 283-300, 1988.

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

S. Berry, J. Levinsohn, and A. Pakes, "Automobile prices in market equilibrium," mimeo, 1992.

T. Bresnahan, "Competition and collusion in the American automobile industry: The 1955 price war," Renaissance, 87-112.

T. Bresnahan, "Empirical studies of industries with market power," Handbook, Vol 2, Chapter 17.

D. Carlton and R. Gerttner, "Market power and mergers in durable good industries," JLE, 5203-5226, 1989.

P. Goldberg, "Product differentiation and oligopoly in international markets: The case of the U.S. automobile industry," mimeo, Princeton, 1992.

R. Hall, "The relationship between price and marginal cost in U.S. industry," JPE, 921-947, 1988.

J. Hausman, G. Leonard, and D.Zona, "Competitive analysis with differentiated products," mimeo, MIT, 1992.

J. Panzar and J. Rosse, "Testing for "monopoly" equilibrium," Renaissance, 73-86.

M. Roberts and L. Samuelson, "An empirical analysis of dynamic, nonprice competition in an oligopolistic industry," RJE, 200-220, 1988.

D. Scheffman and P. Spiller, "Geographic market definitions under the U.S. Department of Justice Merger Gudielines," JLE, 123-147, 1987.

R. Schmalensee, "Econometric diagnosis of competitive localization," IJIO, 57-70, 1985.

R. Schmalensee, "Inter-industry studies of structure and performance," Handbook, Vol 2, Chapter 16.

D. Sullivan, "Monopsony power in the market for nurses," JLE, S135-S178, 1989.

V. Suslow, "Estimating monopoly behavior with competitive recycling: An application to ALCOA," RJE, 389-403, 1986.

Entry and Exit

S. Berry, "Estimation of a model of entry in the airline industry," Econometrica, 889-917, 1992.

T. Bresnahan and P. Reiss, "Do entry conditions vary cross markets?" BPEA, 833-871, 1987.

T. Bresnahan and P. Reiss, "Entry in monopoly markets," RESTUD, 531-553, 1990.

T. Bresnahan and P. Reiss, "Entry and competition in concentrated markets," JPE, 977-1009, 1991.

M. Burns, "Predatory pricing and the acquisition costs of competitors," JPE, 266-296, 1986.

R. Caves, M. Whinston, and M. Hurwitz, "Patent expiration, entry, and competition in the U.S. pharmaceutical industry," BPEA, 1-48, 1991.

M. Deily, "Exit strategies and plant-closing decisions: The case of steel," RJE, 250-263, 1991.

T. Dunne, M. Roberts, and L. Samuelson, "Patterns of firm entry and exit in U.S. manufacturing industries," RJE, 495-515, 1988.

T. Dunne, M. Roberts, and L. Samuelson, "The growth and failure of U.S. manufacturing plants," QJE, 671-698, 1989.

T. Dunne, M. Roberts, and L. Samuelson, "Firm entry and post-entry performance in the U.S. chemical industries," JLE, S233-S271, 1989.

D. Evans, "Tests of alternative theories of firm growth," JPE, 657-674, 1987.

D. Evans, "The relationship between firm growth, size, and age: Estimates for 100 manufacturing industries," Renaissance, 197-211.

B. Hall, "The relationship between firm size and firm growth in the U.S. manufacturing sector," Renaisance, 213-236.

S. Klepper and S. Graddy, "The evolution of new industries and the determinants of market structure," RJE, 27-44, 1990.

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

A. Pakes and R. Ericson, "Empirical implications of alternative models of firm dynamics, " mimeo, Yale, 1990.

P. Reiss and P. Spiller, "Competition and entry in small airline markets," JLE, S179-S202, 1989.

J. Rizzo and R. Zeckhauser, "Advertising and entry: The case of physicians' services," JPE, 476-500, 1990.

J. Sutton, Sunk Costs and Market Structure, MIT, 1991.

Regulation

P. Joskow and N. Rose, "The effects of economic regulation," Handbook, Vol 2, Chapter 25.

M. Zimmer, "Empirical tests of the Averch-Johnson hypothesis: A critical appraisal," in G.S. Maddala (ed.), Econometric Studies in Energy Demand.

Airlines

S. Borenstein, "Hubs and high fares: Dominance and market power in the U.S. airline industry," RJE, 344-365, 1989.

S. Borenstein, "The dominant firm advantage in multiproduct industries: Evidence from U.S. airlines," QJE, 1237-1266, 1991.

S. Borenstein, "The evolution of U.S. airline competition," JEP, 45-73, 1992.

S. Borenstein and N. Rose, "Competition and price dispersion in the U.S. airline industry," mimeo, MIT, 1992.

J. Brander and A. Zhang, "Market conduct in the airline industry: An empirical investigation, " RJE, 567-583, 1990.

J. Brueckner, N. Dyer, and P. Spiller, "Fare determination in airline hub-and-spoke networks," RJE, 309-333, 1992.

A. Kahn, "Surprises of airline deregulation," AER, 316-322, 1988.

S. Morrison and C. Winston, "Enhancing the performance of the deregulated air transportation system," BPEA, 61-322, 1988.

N. Rose, "Fear of flying? Economic analyses of airline safety," JEP, 75-94, 1992.

M. Winston and S. Collins, "Entry and competitive structure in deregulated airline markets: An event study analysis of People Express," RJE, 445-462, 1992.

Cable TV

A. Jaffe and D. Kanter, "Market power of local cable television franchises: Evidence from the effect of deregulation," RJE, 226-234, 1990.

J. Mayo and Y. Otsuka, "Demand, pricing, and regulation: Evidence from the cable TV industry," RJE, 396-410, 1991.

R. Praeger, "Firm behavior in franchise monopoly markets," RJE, 211-225, 1990.

M. Zupan, "Cable franchise renewals: Do incumbent firms behave opportunistically?" RJE, 473-482, 1989.

Electric Utilities

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

J. Marshall and P. Navarro, "Costs of nuclear construction: Theory and new evidence," RJE, 148-154, 1991.

N. Rose and P. Joskow, "The diffusion of new technologies: Evidence from the electric utility industry," RJE, 354-373, 1990.

T. Taylor and P. Schwartz, "The long-run effects of a time-of-use demand charge," RJE, 431-445, 1990.

Surface Freight Transportation

K. Boyer, "The costs of price regulation: Lessons from railroad deregulation," RJE, 408-416, 1987.

P. Garrod and W. Miklius, "Captive shippers and the success of railroads in capturing monopoly rent," JLE, 423-442, 1987.

H. McFardland, "Did railroad regulation lead to monopoly pricing: An application of q, " JBussiness, 385-400, 1987.

N. Rose, "The incidence of regulatory rents in the motor carrier industry," RJE, 299-318, 1985.

J. Ying and T. Keeler, "Pricing in a deregulated environment: The motor carrier experience," RJE, 264-2273, 1991.

Telecommunications

S. Atkinson and C. Nowell, "Explaining regulatory commission behavior in the electric utility industry," Southern Economic Journal, 634-643, 1994.

S. Berg and D. Foreman, "Incentive Regulation and Telco Performance", mimeo, 1994.

R. Crandall, "Surprises from telephone deregulation and the AT&T divestiture," AER, 323-327, 1988.

S. Donald and D. E.M. Sappington, "Explaining the choice among regulatory plans in the U.S. telecommunications industry," mimeo, 1994.

S. Greenstein, S. McMaster, and P. Spiller, "The effect of incentive regulation on local exchange companies' deployment of digital infrastructure," University of Illinois mimeo, 1994.

A. Mathios and R.P. Rogers, "The impact of alternative forms of state regulation of AT&T on direct-dial, long-distance telephone rates," RJE, 437-453, 1989.

B. Mitchell and I. Vogelsang, Telecommunications Pricing: Theory and Applications, 1991.

R. Noll and B. Owen, "The anticompetitive uses of regulation: United States vs AT&T," in J. Kwoka and L. White, editors, The Antitrust Revolution, 290-337, 1989.

C. Nowell and J. Tschirhart, "Testing competing theories of regulatory behavior," Review of Industrial Organization, 1993.

SW.J. Primeaux, J.E. Herren, and D.R. Hollas, "Determinants of regulatory policies toward competition in the electric utility industry," Public Choice, 173-186, 1984.

David E.M. Sappington and Dennis L. Weisman, "Potential Pitfalls in Empirical Investigations of the Effects of Incentive Regulation Plans in the Telecommunications Industry," University of Florida mimeo.

W. Taylor, C. Zarkadas, and J. Zona, "Incentive regulation and the diffusion of new technology in telecommunications," NBER, 1994.

Auctions

O. Ashenfelter, "How auctions work for wine and art," JEP, 23-36, 1989.

D. Graham and R. Marshall, "Collusive bidder behavior at single object second price and English auctions," JPE, 1217-1239, 1987.

K. Hendricks and R. Porter, "An empirical study of an auction with asymmetric information," AER, 865-883, 1988.

K. Hendricks, R. Porter and B. Boudreau, "Information, returns, and bidding behavior in O.G.S. auctions: 1954-1969," Renaissance, 147-172.

J. Laffont, H. Ossard, and Q. Vuong, "Econometrics of first price auctions," mimeo, 1991.

P. McAfee and J. McMillan, "Auctions and bidding," JEL, 699-738, 1987.

H. Paarsch, "Deciding between the common and private value paradigms in empirical models of auctions," JEconometrics, 191-215, 1992.

R. Porter, "The role of information in U.S. offshore oil and gas lease auctions," Econometrica, 1995.

R. Porter and D. Zona, "Detection of bid rigging in procurement auctions," JPE, 1994.

R. Wilson, "Strategic analysis of auctions," mimeo, 1990.

Technical progress and R&D

T. Bresnahan, "Measuring the spillovers from technical advance: Mainframe computers in financial services," AER, 742-755, 1986.

W. Cohen and S. Klepper, "The anatomy of industry R&D intensity distributions," AER, 773-799, 1992.

W. Cohen and R. Levin, "Empirical studies of innovation and market structure," Handbook, Vol 2, Chapter 18.

W. Cohen, R. Levin, and D. Mowery, "Firm size and R&D intensity: A reexamination," Renaissance, 173-195.

Z. Griliches, "Patents: Recent trends and puzzles," BPEA, 291-330, 1989.

Z. Griliches, "Patent statistics as economic indicators: A survey," JEL, 1661-1707, 1990.

A. Jaffe, "Technological opportunity and spillovers of R&D: Evidence from firms' patents, profits, and market value," AER, 984-1001, 1986.

R. Levin, A. Klevorick, R. Nelson, and S. Winter, "Appropriating the returns from industrial research and development," BPEA, 783-820, 1987.

R. Levin and P. Reiss, "Cost-reducing and demand-creating R&D with spillovers," RJE, 538, 556, 1988.

A. Pakes, "Patents as options: Some estimates of the value of holding European patent stocks," Econometrica, 755-784, 1986.

A. Pakes and M. Simpson, "Patent renewal data," BPEA, 331-401, 1989.

M. Trajtenberg, "The welfare analysis of product innovations, with an application to computed topography scanners," JPE, 444-479, 1989.

Organizations

K. Crocker and S. Masten, "Mitigating contractual hazards: Unilateral options and contract length," RJE, 327-343, 1988.

P. Joskow, "Vertical integration and long-term contracts: The case of coal-burning electric from coal markets," AER, 168-185.

P. Joskow, "Price adjustment in long-term contracts: The case of coal," JLE, 47-83, 1988.

P. Joskow, "Asset specificity and the structure of vertical relationships: Empirical evidence," JLEO, 95-117, 1988.

K. Leffler and R. Rucker, "Transaction costs and the efficient organization of production: A study of timber harvesting," JPE, 1060-1087, 1991.

T. Muris, D. Scheffman, and P. Spiller, "Strategy and transaction costs: The organization of distribution in the carbonated soft drink industry," JEMS, 83-128, 1992.

A. Shepard, "Price discrimination and retail configuration," JPE, 30-53, 1991.

M. Wolfson, "Empirical evidence of incentive problems and their mitigation in oil and gas tax shelter programs," in J. Pratt and R. Zeckhauser, editors, Principals and Agents: The Structure of Business, 101-125.

Florida Department of Education
Statewide Course Numbering System

New Course Transmittal Form

(see instructions on reverse side)

Form UCC1
OAA # ____

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 ECO Level 6 Course Number ____ Lab Code ____ Contact Hour Base 2 or Head Count ____

Institution's Course Title: Welfare Economics and the Second Best

Amount of Credit: 1 or 2

Instructor: J. Hamilton

If Repeatable Credit or Variable Credit: ____ total repeatable credit allowed
____ 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

[List] 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: Lawrence W Kenny (Date) 10/23/95

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 ____

- **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.

ECONOMICS 6516
PUBLIC SECTOR ECONOMICS

FALL 1996
J. HAMILTON

PUBLIC SECTOR ECONOMICS: WELFARE ECONOMICS AND THE SECOND-BEST

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
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

A&S Atkinson and Stiglitz, Lectures on Public Economics, McGraw-Hill

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

Bator, "Simple Analytics of Welfare Maximization," AER 47: 22-59 (1957)
Bator, "Anatomy of Market Failure," QJE 72: 351-379 (1958)

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

*Samuelson, "Social Indifference Curves," QJE 70: 1-22 (1956)

II. PUBLIC GOODS

*Samuelson, "Diagrammatic Exposition of a Theory of Public Expenditure," REStat 37: 350-356 (1955)
Samuelson, "The Pure Theory of Public Expenditure," REStat 36: 387-389 (1954)
Samuelson, "Aspects of Public Expenditure Theories," REStat 40: 332-338 (1958)
Samuelson, "Contrast Between Welfare Conditions for Joint Supply and Public Goods," REStat 26-30 (1969)

McGuire and Aaron, "Efficiency and Equity in the Optimal Supply of a Public Good," REStat 51: 31 (1969)
McGuire and Aaron, "Public Goods and Income Distribution," Econometrica 38: 907 (1970)

III. POSITIVE TAX THEORY - BEHAVIORAL EFFECTS

A&S, ch. 2 and 3

Rosen, "Tax Illusion and the Labor Supply of Married Women," REStat 58: 167-172 (1976)

IV. EXCESS BURDEN - THE MEASUREMENT OF WELFARE LOSS

H ch. 2 (Auerbach)

*Kay, "The Deadweight Loss From a Tax System," JPubE 13: 111-119 (1980)
Stutzer, "Another Note on Deadweight Loss," JPubE 18: 277-284 (1982)

Hausman, "Exact Consumer's Surplus and Deadweight Loss," AER 71: 662-676 (1981)
Haveman, Gabay, and Andreoni, "Exact Consumer's Surplus and Deadweight Loss: A Correction," AER 77: 494-495 (1987)

Mayshar, "On Measures of Excess Burden and Their Application," JPubE 43: 263-289 (1990)

Willig, "Consumer's Surplus without Apology," AER 66: 589-597 (1976)

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)

*Dixit, "Welfare Effects of Tax and Price Changes," JPubE 4: 103-123 (1975)
Dixit and Munk, "Correction," JPubE 8:103-107 (1977)
Hatta, "Welfare Effects of Changing Commodity Tax Rates Towards Uniformity," JPubE 29: 99-112 (1986)

Corlett and Hague, "Complementarity and the Excess Burden of Taxation," REStud 21: 21-30 (1953-54)

V. OPTIMAL COMMODITY TAXATION

A&S ch. 11, 12

T ch. 15, 16

*Diamond and Mirrlees, "Optimal Taxation and Public Production, I-II," AER 61: 8-27, 261-278 (1971)

Stiglitz and Dasgupta, "Differential Taxation, Public Goods and Economic Efficiency," REStud 38: 151-174 (1971)

Baumol and Bradford, "Optimum Departures from Marginal Cost Pricing," AER 60: 265-283 (1970)

Boiteux, "On the Management of Public Monopolies subject to Budgetary Constraints," JET 3: 219-240 (1971)

*Diamond, "A Many-Person Ramsey Tax Rule, JPubE 4: 335-342 (1975)

Stern, "The Theory of Optimal Commodity and Income Taxation: An Introduction," in Newbery and Stern, The Theory of Taxation in Developing Countries, Oxford (1987)

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

Heady, "A Diagrammatic Approach to Optimal Commodity Taxation," Public Finance / Finances Publiques 42: 250-263 (1987)

VI. SECOND-BEST SOLUTIONS FOR GOVERNMENT EXPENDITURE

Atkinson and Stern, "Pigou, Taxation, and Public Goods," REStud 41: 119-128 (1974)

Wildasin, "On Public Good Provision with Distortionary Taxation," Economic Inquiry 22: 227:243 (1984)
Errata, Economic Inquiry 23: 185 (1985)

Slutsky, "Undersupply and the Untaxed Commodity: A Note on Atkinson and Stern," mimeo

Form UCC1
OAA # ____

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

Add Course As Indicated Below:

Recommended SCNS Course Identification:

Discipline (SMA) ____ Prefix ECO Level 6 Course Number ____ Lab Code ____ Contact Hour Base 2 or Head Count ____

Institution's Course Title: Empirical Public Economics

Amount of Credit: 1 or 2

Instructor: M. Werner

If Repeatable Credit or Variable Credit: ____ total repeatable credit allowed
____ minimum / ____ maximum credit within a semester

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:

Intended Students (Mark all that apply.):

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

Category of Instruction: ☐ Introductory ☐ Intermediate ☒ Advanced

List 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): Spring 1997

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

Signature, Department Chair: Lawrence W Kenny (Date) 10/23/95

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:

Hausman, J.A. (ed) "Contingent Valuation: A Critical Assessment", Elsevier Science Publishers B.V. 1993.

Freeman, A.M. "The Measurement of Environmental and Resource Values: Theory and Practice" (1993)

Mitchell, R.C., and R.T. Carson "Using Surveys to Value Public Goods: The Contingent Valuation Method", Resources for the Future, Washington, DC, 1989

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 Economic Review, Vol 66 No. 4, Sept pp. 589-97.
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 – How Much Can They Differ?" American Economic Review, June, N3:635-47.
Paper from Hausman book?

3. Strategic Behavior.

Mitchell and Carson, Chapters 6,7.
Bohm, P. (1972) "Estimating Demand for Public Goods: An Experiment", European Economic Review Vol. 3, pp. 111-130.
Palfrey, T. and H. Rosenthal (1990) "Testing game theoretic models of free riding: new evidence on probability bias and learning", Working Paper, California 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 Ribon Panel on Contingent Valuation, 21 July 1992.

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".
Diamond, P.A. and J.A. Hausman (1994) "Contingent Valuation: Is Some Number Better than No Number?", Journal of Economic Perspectives, Vol. 8, No. 4, pp. 45-64.
Hanemann, W.M. (1994) "Valuing the Environment through Contingent Valuation", Journal of Economic Perspectives, Vol. 8, No. 4, pp. 19-44.
Mitchell and Carson, Chapters 11,12.
Portney, R.P. (1994) "The Contingent Valuation Debate: Why Economists Should Care", Journal of Economic Perspectives, Vol. 8, No. 4, pp. 3-18.

6. Binary Choice Models.

Bishop, R. and T. Heberlein (1979) "Measuring values of extra-market goods: are indirect measures biased?" American Journal of Agricultural Economics, Vol. 61, pp. 926-930.
Cameron, T. and M. James (1987) "Efficient estimation methods for use with 'closed ended' contingent valuation survey data", Review of Economics and Statistics, Vol. 69, pp. 269-276.
Hanemann, W.M. (1984) "Welfare Evaluations in Contingent Valuation Experiments with Discrete Responses." American Journal of Agricultural Economics, Vol. 66, pp. 332-341.
Hanemann, W.M. and B. Kristrom (1993) "Preference Uncertainty, Optimal Designs, and Spikes", in Brannlund, R.. B. Kristrom, K-G Lofgren, and L. Mattsson (eds), Environmental Economics, Proceedings of the International Conference held at Ulvon. Sweden, June 10-13, 1993.
McConnell K. (1990) "Models for Referendum Data: The Structure of Discrete Choice Models for Contingent Valuation", Journal of Environmental Economics and Management, Vol. 18, pp. 19-34.
McFadden, D. and G. Leonard (1993) "Issues in the Contingent Valuation of Environmental Goods: Methodologies for Data Collection and Analysis", in Hausman, J.A. (ed).
Werner, M. "Allowing for Indifference in Dichotomous Choice Contingent Valuation Models" mimeo.

Form UCC2
OAA # ____

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

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:

Item to Change	Change From	Change To
Reclassify: Pref, No., Lab Code	(See above)	
Level	(See above)	
Amount of Credit	3	1 or 2
Contact Hour Base or Head Count	4	2
Prerequisites/Corequisites		ECO 6536

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: Lawrence W Kenny (Date) 10/23/95

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 ____

- **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

Johansen, "Some Notes on the Lindahl Theory of Determination of Public Expenditures," I.E.R. Sept., 63.

Johansen, Public Economies, Chapter 6, pp. 123-153.

Johansen, "The Theory of Public Goods: Misplaced Emphasis?", J. Pub. E., 1977, pp. 147-152.

(B) General Equilibrium Analysis

Foley, "Resource Allocation and the Public Sector," Yale Economic Essays, Spring 1967.

Mileron, "Theory of Value with Public Goods: A Survey Article," J.E.T., Dec. 1972, pp. 419-477.

Groves and Ledyard, "Existence of Incentive Compatible Equilibria with Public Goods," Econometrica, 1980, pp. 1487-1506.

(C) Mechanism Design

(C1) Dominant Strategy Mechanisms

Groves, "Incentives in Teams" Econometrica, 1973, pp. 617-631.

Groves and Loeb, "Incentives and Public Inputs," J. Pub. E., 1975, pp. 221-226.

Tideman and Tullock, "A New and Superior Process for Making Social Decisions," J.P.E., 1976, pp. 1145-1159.

Riker, "Is a 'New and Superior Process' Really Superior?", J.P.E., 1979.

Green and Laffont, Incentives in Public Decision Making, 1979, North Holland.

(C2) Complete Information

Groves and Ledyard, "Optimal Allocation of Public Goods: A Solution to the Free Rider Problem," Econometrica.

Walker, "A Simple Incentive Compatible Scheme for Attaining Lindahl Allocations," Econometrica, 1981, pp. 65-73.

Maskin, "The Theory of Implementation in Nash Equilibrium: A Survey" in Social Goals and Social Organization, edited by Hurwicz, Schmeidler, and Sonnenschein, Cambridge Press, 1985.

Moore, "Implementation, Contracts, and Renegotiation in Environments with Complete Information" in Advances in Economic Theory, Sixth World Congress, Vol. 1, edited by Jean-Jacques Laffont, Cambridge Press, 1992.

Li, Nakamura and Tian, "Nash-Implementation of the Lindahl Correspondence with Decreasing Returns to Scale Technologies," IER, Feb. 1995, pp. 37-52.

(C3) Incomplete Information

Laffort and Maskin, "The Theory of Incentives: An Overview," in Advances in Economic Theory, Fourth World Congress, 1982, Cambridge Press.

Myerson, "Bayesian Equilibrium and Incentive-Compatibility: An Introduction," in Social Goals and Social Organization, edited by Hurwicz, Schmeidler, and Sonnenshein, Cambridge Press, 1985.

(D) Voluntary Provision

Olson, The Logic of Collective Action, Harvard University Press, 1965.

Bergstrom, Blume, and Varian, "On the Private Provision of Public Goods," J. Pub. E., 1986, pp. 25-49.

(E) Decentralization

Bergstrom and Cornes, "Independence of Allocative Efficiency from Distribution in the Theory of Public Goods," Econometrica, 1753-1765.

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

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

Lau, Sheshinski, and Stiglitz, "Efficiency in the Optimum Supply of Public Goods," Econometrica, 1978, pp. 269-289.

Besley and Jewitt, "Decentralizing Public Goods Supply," Econometrica, 1991.

(II) Externalities

Coase, The Firm, the Market and the Law, University of Chicago Press.

Coase, "The Problem of Social Cost," Journal of Law and Economics, Vol. 3, 1960, 1-44.

Buchanan and Stubblebine, "Externality," Economica, Vol. 29, 1962, 371-384.

Turvey, "On Divergence Between Social Cost and Private Cost," Economica, 30, 1963, 309-313.

Plott, "Externalities and Corrective Taxes," Economica, Vol. 33, 1966, 84-87.

Baumol, "On Taxation and the Control of Externalities," AER, Vol. 62, 1972, 307-322.

Diamond and Mirrlees, "Aggregate Production and Consumption Externalities," QJE, Vol. 87, 1973, 1-24.

Starrett and Zeckhauser, "Treating External Economies - Markets or Taxes?" Statistical and Mathematical Aspects of Pollution Problems, ed. John Pratt, Marcel Dekker, 1974, 65-84.

Polinsky and Shavell, "The Optimal Tradeoff Between the Probability and Magnitude of Fines," AER, Vol. 69, December 1979, 880-891.

Carlton and Loury, "The Limitations of Pigovian Taxes as a Long-Run Remedy for Externalities," QJE, Vol. 94, 1980, 559-566.

Baumol and Oates, The Theory of Environmental Policy, 2nd ed., Cambridge Press, 1988.

Hamilton, Sheshinski, and Slutsky, "Production Externalities and Long-Run Equilibria: Bargaining and Pigovian Taxation," Economic Inquiry, Vol. 27, July 1989, 453-471.

Florida Department of Education
Statewide Course Numbering System

Form UCC2
OAA # ____

Course Termination or Change Transmittal Form

(See instructions on reverse side)

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

Institution/District:	District Code:	Institutional Code:	Instructional Unit or Department:
University of Florida	00	001535	MANAGEMENT

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:

Item to Change	Change From	Change To
Reclassify: Pref, No., Lab Code	(See above)	
Level	(See above)	
Amount of Credit	3	VARIABLE- 1-3 (MAX 12 credits)
Contact Hour Base or Head Count	3	VARIABLE- .5 to 3 (will state when course is scheduled)
Prerequisites/Corequisites		

Change Course Title:

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):	Department Contact and Telephone Number:
Spring 1996	Lea King 392-0163
Signature, Department Chair: Virginia G. Maurer (Date) September 14, 1995	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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Florida Department of Education
Statewide Course Numbering System

Course Termination or Change Transmittal Form

(See instructions on reverse side)

Form UCC2
OAA # ____

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

Institution/District:	District Code:	Institutional Code:	Instructional Unit or Department:
University of Florida	00	001535	MANAGEMENT

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

Current SCNS Course Identification:
Discipline (SMA) ____ Prefix MAN Level 6 Course Number 321 Lab Code ____ Contact Hour Base ____ or Head Count ____
Institution's Course Title: PERSONNEL TECHNIQUES AND ADMINISTRATION

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		
Contact Hour Base or Head Count		
Prerequisites/Corequisites		

Change Course Title: HUMAN RESOURCE MANAGEMENT

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): Spring 1996

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

Signature, Department Chair: Virginia G. Maurer (Date) 9/11/95

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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Form UCC1
OAA #_____

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

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
_____ minimum / _____ maximum credit within a semester

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.):

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

Category of Instruction: ☐ Introductory ☐ Intermediate ☐ Advanced

List 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: [signature] (Date) 9/11/95

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 _____

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

Texts: Gatewood, R. D., & Feild, H. S. (1994). Human Resource Selection (3rd ed.). Chicago, IL, Dryden Press.

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:

Component	**Rationale**
Examinations	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).
Homework Assignments	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).
Labs	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

Component	Rationale
	on Monday will be spent discussing readings and lab. The second hour will be used for exercises and to begin work on the lab due the next week. There will be about 15 written labs (30% total grade - 200 points).
Student/Teacher Contracts	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.
Instructor/Peer/Self Evaluations	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).

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

Schedule

Date	Topic	Assignment Due
1/9-M	Introduction to the course	
1/11-W	Recruitment	Chapter 1
1/16-M	HOLIDAY - No Class	
1/18-W	Legal Issues	Chapter 2
1/23-M	Recruitment/Legal	
1/25-W	Job Analysis	Chapters 7, 8, 9
1/30-M	Legal/Job Analysis	
2/1-W	Statistics	
2/6-M	Stats/Measurement	Assignment 1, Chapter 3
2/8-W	Measurement	
2/13-M	Measurement/Job Performance	Chapter 17
2/15-W	Criteria	
2/20-M	Criteria/Reliability	Assignment 2, Chapter 4
2/22-W	Reliability	
2/27-M	Reliability/Validity	Chapter 5
3/1-W	Validity	
3/6 - 3/8-M& W	SPRING BREAK - No Class	
3/13-M	Validity/Decision Making	Chapter 6
3/15-W	Decision Making	
3/20-M	**EXAM 1**	
3/22-W	Applications, etc	Chapters 10, 11
3/27-M	Selection System Presentations	Assignment 3
3/29-W	Interviews	Chapter 12
4/3-M	Applications/Interviews	
4/5-W	Ability Tests	Chapter 13
4/10-M	Interviews/Assessment Centers	Chapter 15
4/12-W	Performance Tests	
4/17-M	Assessment Centers/Personality Testing	
4/19-W	Integrity and Drug Testing	Chapter 16
4/24-M	Personality Testing	Chapter 14
4/26-W	**EXAM 2 - Final distributed - Due on 5/3 by Noon**	

Bibliography

Binning, J. F., & Barrett, G. V. (1989). Validity of personnel decisions: A conceptual analysis of the inferential and evidential bases. Journal of Applied Psychology, 74, 478-494.

Cascio, W. F. (1987). Costing human resources: The financial impact of behavior in organizations. Boston, MA: Kent Publishing.

Commerce Clearing House, Inc. (1991). Civil Rights Act of 1991: Law and Explanation. Chicago, IL: Author.

Commerce Clearing House, Inc. (1993). Americans with Disabilities Act of 1990: EEOC Technical Assistance Manual. Chicago, IL: Author.

Dreher, G. F., & Sackett, P. R. (1983). Perspectives on employee staffing and selection: Readings and commentary. Homewood, IL: Irwin.

Eder, R. W., & Ferris, G. R. (1989). The employment interview: Theory, research and practice. Newbury Park, London: Sage.

Gael, S. (1988). The job analysis handbook for business, industry, and government. New York: Wiley.

Gaugler, B. B., Rosenthal, D. B., Thornton, G. C. III, & Bentson, C. (1987). Meta-analysis of assessment center validity. Journal of Applied Psychology, 72, 493-511.

Guion, R. M. (1987). Changing views for personnel selection research. Personnel Psychology, 40, 199-213.

Guion, R. M. (1991). Personnel assessment, selection. and placement. In M. D. Dunnette & L. M. Hough (Eds.), Handbook of industrial and organizational psychology (2nd ed., Vol. 2, pp. 327-397). Palo Alto, CA: Consulting Psychologists Press.

Hollenbeck, J. R., & Whitener, E. M. (1988). Criterion-related validation for small sample contexts: An integrated approach to synthetic validity. Journal of Applied Psychology, 73, 536-544.

Hogan, R. (1991). Personality and personality measurement. In M. D. Dunnette & L. M. Hough (Eds.), Handbook of industrial and organizational psychology (2nd ed., Vol 2, pp. 873-919). Palo Alto, CA: Consulting Psychologists Press.

Heneman, H. G., & Heneman, R. L. (1994). Staffing organizations. Middleton, WI: Mendota House.

Hunter, J. E., & Hunter, R. F. (1984). Validity and utility of alternative predictors of job performance. Psychological Bulletin, 96, 72-98.

Maurer, T. J., & Alexander, R. A. (1992). Methods of improving employment test critical scores derived by judging test content: A review and critique. Personnel Psychology, 45, 727-762.

Murphy, K. R. (1993). Honesty in the workplace. Pacific Grove, CA: Brooks/Cole.

Rynes, S. L. (1991). Recruitment, job choice, and post-hire consequences. In M. D. Dunnette & L. M. Hough (Eds.), Handbook of industrial and organizational psychology (2nd ed., Vol 2, pp. 399-444). Palo Alto, CA: Consulting Psychologists Press.

Sackett, P. R., & Dreher, G. F. (1982). Constructs and assessment center dimensions: Some troubling empirical findings. Journal of Applied Psychology, 67, 401-410.

Sackett, P. R., Zedeck, S., & Fogli, L. (1988). Relations between measures of typical and maximum job performance. Journal of Applied Psychology, 73, 482-486.

Schmitt, N. & Borman, W. C. (1993). Personnel selection in organizations. San Francisco: Jossey-Bass.

Schuler, H., Farr, J. L., & Smith, M. (1993). Personnel selection and assessment: Individual and organizational perspectives. Hillsdale, NJ: Lawrence Erlbaum.

Society for Industrial and Organizational Psychology (1987). Principles for the validation and use of personnel selection procedures. College Park, MD: Author.

Form UCC1
OAA #_____

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

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

Instructor: Thomas

If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed
_____ 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
- ☐ Undergraduate Majors
- ☐ Advanced Undergraduates
- ☒ Graduate Students
- ☐ Honors Students
- ☐ Other (specify):

Category of Instruction: ☐ Introductory ☐ Intermediate ☐ Advanced

List 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: Virgin G. Mauer (Date) September 11, 1995

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 _____

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 an other time. In general, if you knock on my door and I open it, I will be happy to talk to you.

Course Materials

J. W. Breslin and J. Z. Rubin. *Negotiation Theory and Practice*, PON Books, 1993.

R. J. Lewicki, J. A. Litterer, et. al., *Negotiation*. Richard Irwin, Inc., 1993.

R. Fisher, W. Ury and B. Patton. *Getting to Yes*. Penguin Books, 1991

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 arid 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 art 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 arid 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 negotiations(s). You should discuss your own experiences and those of your classmates. **Don't just describe what 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 view point? 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

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UNIVERSITY OF FLORIDA

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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 1or 2; change contact hour from 4 to 2; change course prerequisite to ECO 6XXX; change course title from Public Revenue and