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Northwestern University
Fall Quarter 2018
11AM-12:20PM
Tuesday and Thursday
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Economics 101
The Art and Science of Decision Making:
Making Choices in and out of the Classroom during your time at Northwestern

Economists have been studying the returns to formal education for decades. More recently both behavioral and experimental approaches have been utilized to better understand the benefits of investing in higher education. Students will reflect both personally and across other individuals to begin to determine what they hope to gain during the next four years both in- and outside of the classroom. We will use standard economic models, experimental design, behavioral economic concepts, research from other disciplines on this topic and empirical evidence to enable each student to begin to personalize their plans during their time at Northwestern. The class will visit or be visited by various functions across the University (Career Advancement, Fellowships, Chicago Field Studies) so they can better understand and utilize these during the next four years.

The goal of the course is to give the student the ability to critically evaluate both the literature on the decision making and returns to investments in human capital. Students will look at these both in the context of the general population, and from their individual experience and potential impact on their decision making process.

Required Text:

WHEN: The Scientific Secrets of Perfect Timing, by Daniel H. Pink, 2018, (Riverhead Books, New York)

Style: The Basics of Clarity and Grace, 5th Edition, by Joseph Williams 2015 (Pearson)

The Handmaid's Tale, by Margaret Atwood 1986 (Anchor Books)

Additional readings will be made available online throughout the quarter

Grades and Class Structure:

The class will consist of short formal lectures, informal class discussions, group and individual student presentations. Grades will be based on written assignments, class participation, and formal and informal presentations..

Grades will be determined in the following manner:

Participation: <i>(Includes: attendance assigned lecture preparation/formal and informal presentation/peer reviews)</i>	30%
Written Assignments	
Four short papers: <i>2 Short Term and Long term Goals&Strategies: 8% each</i> <i>Interview Analysis</i> 14.5 <i>Behavioral Experiment Analysis</i> 14.5%	45%
Final paper : <i>Pathways to a Field of Interest</i>	25%
Total	100%

On Writing Assignments:

All written work will be judged on its organization, clarity, grammar, and the extent to which class concepts and materials are integrated into the analysis. All sources used must be carefully referenced, including class texts, readings, and other reference materials. You will be required to bring a rough draft, for one assignment prior to when the assignment is due. Students will review each other's work for this assignments.. Peer evaluations will count as part of class participation.

Students must upload their papers by the time/day noted on our canvas website. Any late assignment will automatically be penalized 10%. If illness or a personal situation makes it impossible for you to meet this deadline you must be able to document the incident. For the former you should go to Searle and make sure they note your situation. No exceptions will be made.

When working on writing assignments for this class, I encourage you to visit the Writing Place. Located in the Main Library, the Writing Place is Northwestern's center for peer writing consultations. The juniors and seniors who staff the Writing Place can provide you with feedback and assistance at any stage in the writing process. They will not edit your work. Rather, they will work with you to brainstorm ideas, organize or outline an essay, clarify your argument, document your sources correctly, or refine grammar and

style. Though walk-in consultations are possible if space is available, it's best to book a consultation in advance via the online schedule at www.writing.northwestern.edu.

Class Participation:

Students are expected to attend each class, unless special arrangements are made prior to class. Students should come to class prepared to support their point of view with course and outside materials. In addition each student will be required to participate in group project. They will run a behavioral experiment in the class, and then individually analyze the results for one of the class paper. Students will also be responsible to present a summary of their final paper to the class. Students' contributions to each of these responsibilities will be judged on the strength and clarity of the arguments presented.

Students cannot use cell phones during class in order to maintain the best learning environment for themselves and their classmates (<https://www.insidehighered.com/news/2018/07/27/class-cellphone-and-laptop-use-lowers-exam-scores-new-study-shows>). Students are encouraged to take notes by hand, but are permitted to use laptops in class.

(<https://www.theatlantic.com/technology/archive/2014/05/to-remember-a-lecture-better-take-notes-by-hand/361478/>)

If it is determined that an individual's laptop usage is distracting to other students, he/she will be asked to discontinue its usage.

Paper Assignments:

There will be four short paper assignments and a longer one. For all but the final paper, you will need to submit these online through Canvas a half an hour before class at the latest.

Any paper with a research component will be submitted through Turnitin. You must write your own analysis for the paper based on your group in-class experiment.

Communications:

Please use e-mail to contact Professor Lieb. Any e-mail sent Monday through Friday before 5PM will be responded to that day. If sent after five Monday through Thursday a reply will be received the following day. Any e-mail sent after 5 on Friday will be responded to no later than Monday at 11AM.

Class Schedule:

Topics:

Important dates this week

September 27 th 2018	Learning objectives and Means to reach these In Class: Best Practice Paper I assigned: Personal Investment: Short Term/ Long Term Goals Setting	
October 2 nd -4 th	10/02 Coddling in Academia/ 10/02 Paper 2:Time Line Discussed 10/02 Paper 1 due <i>Style: The Basics of Clarity and Grace:</i> 10/02 Chpt 1	10/03 last day to change a class or section
9 th -11 th	<i>Utility versus Income</i> <i>Neoclassical Economics: Basic Premise</i> <i>10/09 Labor Market: Human Capital/Non-Cognitive Skills</i> <i>Discussion: When, by Daniel Pink</i> <i>10/09-11 Chpt 1-4</i> <i>Due(and discussed): Time line for Interview Paper(typed/hard copy to hand in)</i> Classroom Visit: Chicago Field Studies 10/11 <i>Style: The Basics of Clarity and Grace:</i> 10/9-11 Chpt 2 and 3	10/12 last day to change grading status from grade to P-N(class must allow and cannot be for major/minor/language/distribution requirement)
16 th -18 th	Discussion: <i>When</i> , by Daniel Pink 10/16 Chpt 4-7	

	<p>Academic Integrity: A Basic Guide Reviewed</p> <p>10/16: <i>Paper two peer review(bring two hard copies of rough draft to class to be peer reviewed)</i></p> <p><i>Hand in tentative topic(s) for Pathways to Field of Interest Paper</i></p> <p>10/18 Library Visit: Focus Research Tools Location: Main Library: 1st floor B238/please arrive by 11AM</p> <p><i>Style: The Basics of Clarity and Grace:</i> 10/16 Chpt 4</p>	
23 rd -25 th	<p><i>Human Capital Model Demand Side</i> <i>Discussion of One Book: The Handmaiden's Tale and concepts covered 10/23</i></p> <p><i>10/23 Interview Paper Due</i> 10/25 Field Trip: NU Career Advancement: Meet at 11AM at 620 Lincoln Street/Large Conference Room</p> <p><i>Style: The Basics of Clarity and Grace:</i> 10/23 Chpt 5</p>	
October 30 th -November 1st	<p>Behavioral Economics Introduced. 10/30 In Class Group Meetings for Experimental Design</p> <p>11/01: <i>Constraints in Labor Market versus Choice 10/23</i></p> <p><i>4 Behavioral Groups determine items to be purchased for in-class experiments</i></p> <p>Advising: Choosing classes for winter/Individual Advising meetings scheduled</p>	<p>10/29 winter quarter classes viewable for students in Caesar 11/02 last day to drop a class for fall(no tuition adjustment after 10/03) October 30th (Margaret Atwood keynote address) If you cannot attend this you must attend another NU One Book Event.</p>

	<p><i>Style: The Basics of Clarity and Grace:</i> 10/30 Chpt 6 11/01 Chpt 7</p>	
November 6 th -8 th	<p>11/08 Non-Cognitive Skills: Behavioral and Experimental Approaches Experiment I and II(groups)</p> <p>Final Topic for Pathways Paper due 11/08</p> <p><i>Style: The Basics of Clarity and Grace:</i> 11/08 Chpt 8</p>	11/05 Pre-registration for winter quarter begins
13 th -15 th	<p>11/13 Experiment III and IV 11/15: Visit from Fellowships Office</p> <p><i>Style: The Basics of Clarity and Grace:</i> 11/13 Chpt 9</p>	11/12 Registration for winter quarter begins
20 th	<p>Behavioral Experiment Paper Due In Class Discussion of Findings <i>Topic of Class's choice</i></p> <p><i>Style: The Basics of Clarity and Grace:</i> 11/20 Chpt 10&11</p>	11/21 Thanksgiving vacation begins at 6PM
27 th -29 th	<p>Final Paper Topic Presentations 11/27 Critique of ST and LT goals paper due(no extension) <i>Final Paper due on 11/29 though there will be no grade penalties for papers handed in by 11PM on December 5th</i></p>	11/30 Undergraduate withdrawal petition deadline(must be before final assessment is due for the class in question)
December 3 rd		WCAS Reading Period Begins(ends Sunday 12/9)
10 th -15 th		Fall Examination Period

