FSU Policy on Electronic Mail: Fayetteville State University provides to each student, free of charge, an electronic mail account (username@uncfsu.edu) that is easily accessible via the Internet. The university has established FSU email as the primary mode of correspondence between university officials and enrolled students. Inquiries and requests from students pertaining to academic records, grades, bills, financial aid, and other matters of a confidential nature must be submitted via FSU email. Inquiries or requests from personal email accounts are not assured a response. The university maintains open-use computer laboratories throughout the campus that can be used to access electronic mail.

Rules and regulations governing the use of FSU email may be found at http://www.uncfsu.edu/PDFs/EmailPolicyFinal.pdf

I. COURSE DESCRIPTION
An in-depth study of current economic and social problems and their implications for business and society. Among the issues covered are: crime and the justice system, poverty, discrimination in labor markets, health care and social security, as well as government antitrust policies and regulation of markets.
Prerequisites: ECON 212, ECON 211

III. DISABLED STUDENT SERVICES
In accordance with Section 504 of the 1973 Rehabilitation Act and the Americans with Disabilities Act (ACA) of 1990, if you have a disability or think you have a disability to please contact the Center for Personal Development in the Spaulding Building, Room 155 (1st Floor); 910-672-1203.

IV. REQUIRED READINGS
You can buy a new trade paperback copy of this book on Amazon for $9.62; there is also a Kindle version available for $9.14

But you can also get it for even less since it has been around for awhile and there are plenty of copies of it available. Below are links to inexpensive copies of various editions:
The 2005 hardcover version of the book:

The 2006 hardcover version of the book:

The 2006 trade paperback version of the book:

The 2009 trade paperback version of the book:

You can buy a new trade paperback copy of this book (with a different looking cover) on Amazon for $12.43; there is also a Kindle version available for $9.78

But you can also get it for even less at the links below:

The 2012 hardcover edition of the book:

The 2013 trade paperback version of the book:


Over the course of the 8 week semester you will be asked to read both of these books, participate in class discussions on the issues of the books, and write a series of short essays on the material at hand.

**V. STUDENT LEARNING OUTCOMES**

Upon successful completion of this course you should be able to:

- Explain the role and context of incentives vs. cheap talk in economic choices.
- Explain how control of information affects economic decisions in a variety of different contexts.
• Explain a number of counterintuitive findings on ethics and honesty, ranging from the effects of reputation on cheating to the relationship between creativity and dishonesty.
• Explain the effects of conflicts of interest on economic behavior.

VI. COURSE REQUIREMENTS AND EVALUATION CRITERIA

Chapter Summary Assignments: This course will require you to write twelve short chapter summaries (some of which will cover more than one chapter) and also participate in class discussions based on the chapters that you read before each class. Each chapter summary will be worth up to 10 points.

Paper Assignments: You must also write two short papers and present these in class. Each of the papers will be worth up to 50 points with a possibility of up to 10 bonus points added based on the quality of your in-class presentation of each paper. Note that these two papers will be reviewed for plagiarism using turnitin.com.

Class Participation & Paper Presentations: We will have some bonus points available for your participation in class discussion and for your presentation of your two term papers. You will earn 1 point from participating in the class discussion in any of our discussion classes (12 of them) up to 10 points for the presentation of each of your papers in class (for a total of 20 possible points for the two papers). These will be true bonus points, and thus will be added to your overall score at the end of the semester. We will gradually add bonus points as they accrue over the semester.

Letter Grades: Adding the assignment and business project scores yields a total overall core on a scale from 0-300. This score will then be transformed into letter grades as follows:

\[
\begin{align*}
A &= 270-300 \\ B &= 240-269 \\ C &= 210-239 \\ D &= 180-209 \\ F &= < 180
\end{align*}
\]

VII. ACADEMIC SUPPORT RESOURCES

Freakonomics Blog:  
http://freakonomics.com/

VIII. COURSE OUTLINE
The details and the timing outlined below are subject to change based on the needs and interests of the class and on based on possible class visits by entrepreneurs and consultants. Any changes will be updated in the syllabus posted on Blackboard.

<table>
<thead>
<tr>
<th>Dates</th>
<th>Topics and Readings</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/18/2014</td>
<td>Overview of the course and an introduction to Levitt &amp; Dubner’s <em>Freakonomics</em></td>
</tr>
<tr>
<td>3/20/2014</td>
<td>Chapter 1: Discovering cheating as applied to teachers and sumo wrestlers, as well as a typical Washington DC area bagel business and its customers</td>
</tr>
<tr>
<td>3/25/2014</td>
<td>Chapter 2: Information control as applied to the Ku Klux Klan and real-estate agents</td>
</tr>
<tr>
<td>3/27/2014</td>
<td>Chapter 3: The economics of drug dealing, including the surprisingly low earnings and abject working conditions of crack cocaine dealers</td>
</tr>
<tr>
<td>4/1/2014</td>
<td>Chapter 4: The role legalized abortion has played in reducing crime, contrasted with the policies and downfall of Romanian dictator Nicolae Ceauşescu</td>
</tr>
<tr>
<td>4/3/2014</td>
<td>Chapter 5: The negligible effects of good parenting on education</td>
</tr>
<tr>
<td>4/8/2014</td>
<td>Chapter 6: The socioeconomic patterns of naming children (nominative determinism)</td>
</tr>
<tr>
<td>4/10/2014</td>
<td>Paper Presentations of your 1st Term Paper</td>
</tr>
<tr>
<td></td>
<td>Overview of Arieli’s <em>Honest Truth About Dishonesty</em></td>
</tr>
<tr>
<td></td>
<td><a href="http://www.youtube.com/watch?v=VSV3yUf6N5g">http://www.youtube.com/watch?v=VSV3yUf6N5g</a></td>
</tr>
<tr>
<td>4/17/2014</td>
<td>Chapter 2: Fun with the Fudge Factor; Chapter 2B: Honesty &amp; cheating in Golf.</td>
</tr>
<tr>
<td>4/22/2014</td>
<td>Chapter 3: Blinded by Our Own Motivations; Chapter 4: Why We Blow It When We're Tired</td>
</tr>
<tr>
<td>4/29/2014</td>
<td>Chapter 7: Creativity and Dishonesty: We are All Storytellers; Chapter 8: Cheating as an Infection: How We Catch the Dishonesty Germ</td>
</tr>
<tr>
<td>5/1/2014</td>
<td>Chapter 9: Collaborative Cheating: Why Two Heads Aren't Necessarily Better Than One; Chapter 10: A Semioptimistic Ending: People Don't Cheat as Much as One Might Expect.</td>
</tr>
<tr>
<td>5/6/2014</td>
<td>Paper Presentations of your 2nd Term Paper</td>
</tr>
</tbody>
</table>
IX. TEACHING STRATEGIES

Most of the class time will consist of class discussions. All students are required to read the relevant chapters and submit written chapter summaries and discussion points in blackboard before the class in question. The course will rely heavily on student input. In this course, even though there is a given list of topics to be covered, the students will have some say in how each of these topics is handled.

X. BIBLIOGRAPHY


