I. COURSE DESCRIPTION

This course will introduce and apply concepts from microeconomics to issues that arise in professional and amateur sports. Among the topics covered in the course will be: the organization of leagues, competitive balance, cooperative and collusive behavior, measurement of productivity, the market for franchises, sale and resale of tickets, and public financing of facilities.

The course will also devote significant time to the analysis of strategy in sports. Do coaches and players optimize or do they deviate systematically from optimal behavior? The availability of performance data makes sports a fruitful area for applying microeconomic concepts.

II. COURSE OBJECTIVES

Upon completing, this course you should be able to:

▪ Understand the role of markets in allocating scarce resources.
  ▪ Be able to think in terms of supply and demand
  ▪ Be able to think in terms of costs and benefits
▪ Understand the impact of government intervention in the market
▪ Understand discussions involving the sports business and politics.
▪ Use simple graphical models to express economic relationships

III. COURSE PRE-REQUISITES

The course prerequisite is Principles of Microeconomics (ECON1131) and Statistics (ECON1151).

The course does not require any prior knowledge of sports.

IV. TEXTBOOK AND COURSE RESOURCES


Additional Readings: will be distributed in class and/or available on Canvas.
**Course Resource:**
1. **Canvas** – Course materials will be available in Canvas.
2. **Tophat** -- teaching platform that helps keep students engaged inside and outside the classroom. Students are required to purchase TOPHAT. It will be used to keep track of student attendance and for in-class assignments.

V. **EVALUATION OF STUDENT PERFORMANCE**

Course requirements will be weighted as follows in the determination of final grades:

<table>
<thead>
<tr>
<th>Events</th>
<th>Approximate dates</th>
<th>Grade Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXAM # 1</td>
<td>October 2, (Tuesday)</td>
<td>22.5%</td>
</tr>
<tr>
<td>EXAM # 2</td>
<td>November 6, (Tuesday)</td>
<td>22.5%</td>
</tr>
<tr>
<td>FINAL EXAM</td>
<td>TBA</td>
<td>25%</td>
</tr>
<tr>
<td>HOMEWORK ASSIGNMENTS</td>
<td></td>
<td>15%</td>
</tr>
<tr>
<td>CLASS PARTICIPATION</td>
<td></td>
<td>7.5%</td>
</tr>
<tr>
<td>CLASS ATTENDANCE</td>
<td></td>
<td>7.5%</td>
</tr>
</tbody>
</table>

**These dates are subject to change.**

These exercises will be cumulative, though emphasis will be placed on the more recent material covered. Regardless of your aggregate numeric grade, a minimally satisfactory score is required on each exam.

**Note:** All exams will be held in the regular classroom.

**EXAMS:**
There will be three in-class exams during the term. The first two exams will be approximately 75 minutes in length. The final exam (not comprehensive) will be approximately 120 minutes. These exams will test your understanding of the core material.

**HOMEWORK ASSIGNMENTS**
15% of your grade will be assigned to assignments. Homework assignments may be an analysis of financial or economic news, a written summary of a section or chapter of an assigned reading, a problem to solve, or a question to discuss in class. Homework assignments must be typed and are due in the following class automatically, unless mentioned otherwise. Missing class **does not** waive or extend the deadline for submitting an assignment.

**CLASS PARTICIPATION**
Since student participation in class discussions is an important part of the course, 7.5% of your grade will be assigned to student participation. Participation will be based mostly on in-class assignments on TOPHAT. Missing class **does not** waive the in-class assignments.
CLASS ATTENDANCE
7.5% of your grade will be assigned to student attendance. Participation will be recorded in TOPHAT. Missing class does not waive the in-class assignments.

VI. GRADES

Credit will be determined by assigning a numerical value to each category, corresponding to 100%. Final grades will be calculated by multiplying the relative weights by the achievement earned for each category. Letter grades will be assigned as follows:

- A: At least 94 percent of the possible points in the class
- A-: 90 to 93 percent of the possible points in the class
- B+: 87 to 89 percent of the possible points in the class
- B: 83 to 86 percent of the possible points in the class
- B-: 80 to 82 percent of the possible points in the class
- C+: 77 to 79 percent of the possible points in the class
- C: 73 to 76 percent of the possible points in the class
- C-: 70 to 72 percent of the possible points in the class
- D+: 67 to 69 percent of the possible points in the class
- D: 63 to 66 percent of the possible points in the class
- D-: 60 to 62 percent of the possible points in the class
- F: Fewer than 60 percent of the possible points in the class

I reserve the right to lower this scale at any time—for example, I may determine that 93 points should be an A. I will not raise it.

VII. COURSE ORGANIZATION AND EXPECTATIONS

Course Structure: Class sessions will consist primarily of lectures and review of problems. All new material will be presented to you either during the lectures or in the reading assignments. You are responsible for all such material. Attendance is mandatory. Each student is responsible for any announcement made in class.

Exams: There will be three in-class exams: Two hourly exams and a final exam. You are allowed four 8.5x11 sheets of notes on both exams. You may write anything on both sides of the sheets. The exams will cover materials covered in class as well as assigned in readings and homework problems.

Policy on Missed Exams: Any missed exam will receive a grade of zero unless a written excuse is submitted from the Office of Class Deans. In all but the most extreme emergencies, these excuses must be submitted in advance of the missed exam.

Problem Sets: The best way to learn economics and finance is by solving problems. There will be weekly problem sets throughout the course. Although these are not to be collected and graded, you are expected to do these in a timely manner, as they are integral to the course design. I urge you to do most problems. They are designed to help you
study for the exams. It is therefore in your best interest to work on them thoroughly. Some class time may be devoted to the review of problems.

We will be covering a fair amount of material in a limited amount of time. Also, the development of the material will be cumulative -- it will build upon itself -- so don't let things get behind. Feel free to stop me at any point to ensure that you understand before moving on. Ask questions and visit in my office during my office hours (T: 10:45AM-11:45AM; Th: 3:00PM-4:00PM). You can also make an appointment for other days or time. I expect each of you to drop-in before too long (or too late).

Before class, you should review previous material and skim the text to get an idea of the material to be covered in class. During class you should take good notes, ask questions if there is any point, which is not clear. You should encourage and engage in discussion when it seems appropriate. After class, you should review your notes, read the appropriate text material, and prepare a list of anything you need clarified. So class attendance is extremely important and active participation in class is strongly encouraged.

Class Participation: Class interaction is very important for all of us to gain the most from the course. You can expect both the quality and frequency of your contributions to be considered in your overall grade.

Attendance and Norms of Civility: Regular class attendance is strongly recommended. If you must miss a class, please telephone or e-mail me in advance. Please note that I will be tracking participation performance in each class. Repeated absences can significantly impact your final grade for the course. In order to maintain a classroom environment, which is pleasant and conducive to learning, certain modes of conduct will be expected to be followed by all students in this class.

1. Tardiness is considerably distracting to your classmates; therefore, all effort should be made to arrive on time.
2. Limited amounts of liquid refreshments are all right, but eating a meal at your desk is not acceptable conduct. It is inconsiderate and distracting.
3. Cell phones, beepers, pagers, or any type of signaling device are not permitted in class.
4. We do realize that your classes are lengthy and there is limited space in the rest rooms to be used during breaks, but frequent coming and going during the class is discouraged.
5. Do not leave trash behind in the classroom when you leave nor write on furniture.
6. Refrain from prematurely closing books and notebooks before class ends. This is impolite and distracting to people around you.
7. It is expected that your conduct in class show respect to others in several ways:
   a. No use of profanity
   b. Interrupting others is not acceptable conduct
   c. Respect of others can be shown by listening to their comments and answers, as you would expect them to pay attention to your remarks.
VIII. Academic Integrity

Students taking this course are expected to adhere to the highest standard of academic integrity. The university’s policies on academic integrity can be reviewed at: http://www.bc.edu/offices/stserv/academic/integrity.html

IX. Requests for Accommodations

Students with disabilities who need support services and accommodations can contact the Disability Services Staff at disabsrv@bc.edu or call 617-552-3470. More information is provided at: http://www.bc.edu/offices/dos/subsidiary_offices/disabilityservices.html

Please note that advance notice and appropriate documentation are required for any accommodations.
## Fall Semester 2018 Academic Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 1</td>
<td>Wednesday</td>
<td>Last date for master’s and doctoral candidates to submit signed and approved copies of theses and dissertations for August 2018 graduation</td>
</tr>
<tr>
<td>August 27</td>
<td>Monday</td>
<td>Classes begin</td>
</tr>
<tr>
<td>September 3</td>
<td>Monday</td>
<td>Labor Day—No classes</td>
</tr>
<tr>
<td>September 5</td>
<td>Wednesday</td>
<td>Last date for undergraduate students to add a course, drop a course online, or declare a course pass/fail</td>
</tr>
<tr>
<td>September 5</td>
<td>Wednesday</td>
<td>Last date for graduate students to add a course or drop a course online</td>
</tr>
<tr>
<td>September 6</td>
<td>Thursday</td>
<td>Mass of the Holy Spirit at noon; classes canceled from noon to 1:15 p.m.</td>
</tr>
<tr>
<td>September 28 to September 30</td>
<td>Friday to Sunday</td>
<td>Parents' Weekend</td>
</tr>
<tr>
<td>October 1</td>
<td>Monday</td>
<td>Last date for undergraduate students to drop a course in the Associate Deans' offices</td>
</tr>
<tr>
<td>October 1</td>
<td>Monday</td>
<td>Last date for all students who plan to graduate in December 2018 to verify their diploma names online</td>
</tr>
<tr>
<td>October 8 to October 9</td>
<td>Monday to Tuesday</td>
<td>Fall Break—No classes*</td>
</tr>
<tr>
<td>October 18</td>
<td>Thursday</td>
<td>Undergraduate Academic Advising period begins for spring registration</td>
</tr>
<tr>
<td>November 7</td>
<td>Wednesday</td>
<td>Graduate/WCASU registration period for spring 2019 begins</td>
</tr>
<tr>
<td>November 8</td>
<td>Thursday</td>
<td>Undergraduate registration period for spring 2019 begins</td>
</tr>
<tr>
<td>November 21 to November 23</td>
<td>Wednesday to Friday</td>
<td>Thanksgiving Holidays</td>
</tr>
<tr>
<td>November 26</td>
<td>Monday</td>
<td>Last date for official withdrawal from a course or from the University</td>
</tr>
<tr>
<td>December 3</td>
<td>Monday</td>
<td>Last date for master’s and doctoral candidates to submit signed and approved copies of theses and dissertations for December 2018 graduation</td>
</tr>
<tr>
<td>December 11 to December 12</td>
<td>Tuesday to Wednesday</td>
<td>Study days—No classes for undergraduate day students only</td>
</tr>
<tr>
<td>December 13 to December 20</td>
<td>Thursday to Thursday</td>
<td>Term examinations</td>
</tr>
</tbody>
</table>
XI. READING SCHEDULE

1. Introduction
   *Leeds and von Allmen (LA) Chapter 1

2. Tools of Microeconomics
   *LA Chapter 2

3. Tools of Statistics
   *LA Chapter 2, Appendix 2B

4. Sports Franchises as Profit-Maximizing Firms
   *LA Chapter 3

5. Monopoly and Antitrust
   *LA, Chapter 4

6. Competitive Balance
   *LA Chapter 5

7. Competition for Franchises and Events
   *LA Chapters 6 and 7

8. Labor Markets in Professional Sports
   *LA Chapter 8 and 9

9. The Effects of Incentives
   *LA Chapter 8

10. Discrimination
    *LA Chapter 10

11. College Sports
    *LA Chapter 11
Selected Papers

- Sackrowitz, H., “Refining the Point(s) after Touchdown Decision,” Chance, 2000, 29-34.


