

**SAULT COLLEGE OF APPLIED ARTS & TECHNOLOGY  
SAULT STE MARIE, ON**



**COURSE OUTLINE**

**Course Title: Introduction to Economics**

**Code No.: ECN 100-3**

**Semester: Fall/Winter**

**Program: Various Post-Secondary**

**Author: The Social Sciences Department**

**Date: January 1999**

**Previous Outline Dated: June 1997**

**Approved:**

*M. Donald*

**Dean**

*Jan 99*

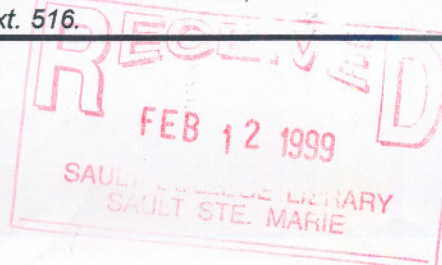
**Date**

**Total Credits: 3**

**Prerequisite(s): None**

**Length of Course: 3 hrs./week Total Credit Hours: 45**

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Access, (705) 759-2554, Ext. 516.





**I. COURSE DESCRIPTION:**

The aim of this course is to introduce basic economic theories and to show their applications in current Canadian society. Both microeconomic concepts (such as demand and supply) and macroeconomic issues (such as unemployment, recession and inflation) will be explored.

**II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE:****A. Learning Outcomes:**

(Generic Skills Learning Outcomes placement on the course outline will be determined and communicated at a later date.)

1. Identify introductory economic concepts
2. Explain the operation of the free market system
3. Explain the role of government in a market economy
4. Define the role of government in Canada as it applies to revenue and spending
5. Express the various components that make up the economic indicators in Canada
6. Relate the determination of national income
7. Describe the concept of money and the Canadian banking system
8. Outline the components of stabilization policy
9. Discuss the areas of concern in international economics
10. Examine industrial organization in Canada
11. Recount the pricing of labour resources

**B. Learning Outcomes and Elements of the Performance:**

Upon successful completion of this course, students will demonstrate the ability to:

1. Identify introductory economic concepts.

**Potential elements of the performance:**

- relate the concept of scarcity to the science of economics
- differentiate between direct and opportunity costs
- construct a production possibilities curve and identify the assumptions under which the curve was drawn
- define the law of diminishing returns
- describe the various approaches to economic decision-making
- identify positive and inverse relationships in graph forms



**II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE  
(Continued):**

2. Explain the operation of the free market system.

**Potential elements of the performance:**

- examine the relationship between the law of demand and the law of supply
- relate the concept of a market to real-world markets such as the stock and futures markets
- express the concept of price elasticity

3. Explain the role of government in a market economy.

**Potential elements of the performance:**

- define the advantages and shortcomings of the free market system
- describe the concept behind Adam Smith's invisible hand
- recount the rationale behind government intervention in the free market system
- graph the impact of price floors, price ceilings, and excise taxes on various markets

4. Define the role of government in Canada as it applies to revenue and spending.

**Potential elements of the performance:**

- explain the different responsibilities of the federal and provincial governments
- explain the reasons for the growth in government spending
- relate how and which taxes are collected
- differentiate between progressive, proportional, and regressive tax systems
- calculate marginal tax rates

5. Express the various components that make up the economic indicators in Canada.

**Potential elements of the performance:**

- define the participation rate and the unemployment rate as they appear in the Labour Force Survey
- explain the five types of unemployment
- describe the composition of the Consumer Price Index
- explain the causes of inflation
- calculate items in the National Accounts
- explain why the level of GDP cannot be associated with social welfare



**II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE  
(Continued):**

6. Relate the determination of national income.

**Potential elements of the performance:**

- explain equilibrium GDP using the circular flow approach
- use the multiplier formulas to calculate changes in equilibrium GDP
- explain Keynesian fiscal policy practices
- define the inflationary and recessionary gaps
- explain the paradox of thrift

7. Describe the concept of money and the Canadian banking system.

**Potential elements of the performance:**

- discuss shortcomings of the barter system
- explain the functions of money
- define the Canadian money supply
- describe how interest rates are determined
- explain how banks create money
- outline the responsibilities of the Bank of Canada

8. Outline the components of stabilization policy.

**Potential elements of the performance:**

- explain the unemployment/inflation trade-off
- describe shortcomings of both monetary and fiscal policies in regulating the economy
- explain the supply-side approach to economic stabilization
- express the problems associated with large amounts of government borrowing
- relate the problems associated with wage and price controls
- explain how human resource policies can be used as economic stabilization policies

9. Discuss the areas of concern in international economics.

**Potential elements of the performance:**

- cite Canada's major trading partners and commodities
- explain the law of comparative advantage
- relate the arguments for and against tariff protection
- relate the protective conditions of the U.S./Canada Auto Agreement
- discuss the advantages and disadvantages of free trade
- relate the objectives of G.A.T.T.
- differentiate between capital and current accounts in the balance of payments
- describe how foreign exchange rates are fixed



**II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE  
(Continued):**

10. Examine industrial organization in Canada.

**Potential elements of the performance:**

- differentiate between the different types of business ownership
- discuss the advantages and disadvantages of small businesses and of franchising
- describe the characteristics of competitive groupings
- describe the role of entrepreneurs
- define concentration ratios
- discuss the impact of foreign investment on the Canadian economy

11. Recount the pricing of labour resources.

**Potential elements of the performance:**

- discuss the factors that will cause the demand curve for labour to shift
- discuss the determinants of the elasticity of demand for labour
- describe graphically how wages are determined
- describe union attempts to increase wages
- discuss the various barriers to labour-market mobility
- report on the ramifications of pay equity

**III. TOPICS:**

1. Introductory concepts
2. The operation of a market
3. The role of government in a market economy
4. Government in Canada
5. Economic indicators
6. Determination of national income
7. Money and the Canadian banking system
8. Stabilization policy
9. International economies
10. Industrial organization in Canada
11. The pricing of resources

**IV. REQUIRED RESOURCES / TEXTS / MATERIALS:**

1. Working with Economics - A Canadian Framework by Tom Chambers, Thompson Educational Publishing, Inc.
2. Additional resources, as required, will be handed out in class by instructor.

**V. EVALUATION PROCESS / GRADING SYSTEM**  
**MAJOR ASSIGNMENTS AND TESTING:**

Tests (5)	80%
Assignments (2)	10%
	(5% each)
Attendance and Participation	10%
Total:	100%

**TIME FRAME**

Introduction to Economics ECN 100-3 involves three periods per week for the semester. Students are expected to attend class and to participate in class activities.

**METHOD OF ASSESSMENT (GRADING METHOD):**

A+	Consistently outstanding	(90% - 100%)
A	Outstanding achievement	(80% - 89%)
B	Consistently above average achievement	(70% - 79%)
C	Satisfactory or acceptable achievement in all areas subject to assessment	(60% - 69%)
R	Repeat - The student has not achieved the objectives of the course, and the course must be repeated	(less than 60%)
CR	Credit exemption	
X	A temporary grade, limited to situations with extenuating circumstances, giving a student additional time to complete course requirements	

**NOTE:** Students may be assigned an "R" grade early in the course for unsatisfactory performance.



## VI. SPECIAL NOTES:

### Special Needs

Students with special needs (e.g. physical limitations, visual impairments, hearing impairments, learning disabilities), are encouraged to discuss required accommodations with the professor and/or contact the Special Needs Office.

### Plagiarism

Students should refer to the definition of "academic dishonesty" in the "Statement of Student Rights and Responsibilities."

Students who engage in "academic dishonesty" will receive an automatic failure for that submission and/or such other penalty, up to an including expulsion from the course.

In order to protect students from inadvertent plagiarism, to protect the copyright of the material referenced and to credit the author of the material, it is the policy of the department to employ a documentation format for referencing source material.

### Advanced Standing

Students who have completed an equivalent post-secondary course must bring relevant documents to the Coordinator, Social Science Department:

- a copy of course outline
- a copy of the transcript verifying successful completion of the equivalent course

Note: A copy of the transcript must be on file in the Registrar's office.

## VII. PRIOR LEARNING ASSESSMENT

Students who have related employment-centered experience should see the Prior Learning Assessment (PLA) Coordinator.