Management 3
Quantitative Analysis

Fall 2017

Monday & Wednesday 12:30-1:50pm in Wells Fargo Hall (Rady 1N108)
Final Exam Thursday December 14th at 11:30am.

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Description
A little bit of thoughtful arithmetic helps us understand decision-making in business. This course will be interactive – something between a lecture course and a lab. This means that attendance is important; therefore, attendance is represented on the grading scale. We will do algebra, learn fundamental calculus, and decision-making (under uncertainty) techniques (using probability), and lastly, the time value of money.

Why?
Businesses must be both quantitatively and strategically savvy to succeed. Firms face uncertainty, which we call “risk”. For example:

- Is a new venture likely to be successful?
- Should the firm acquire additional PP&E (?), should it add inventory (?); how the firm schedule production, transportation, etc.?
- What is the prospective value of things, i.e. can we put a number on probable outcomes?

Decisions must be made based on imperfect information. Yet, uncertainty and imperfect information can be managed. Modeling tools have been developed to help managers better understand uncertainty and make decisions with confidence.

MATERIALS

2) Various downloads from the course Webpage
3) Twenty-five 3x5 index cards.
## Assignments

<table>
<thead>
<tr>
<th>Assignments</th>
<th>Date</th>
<th>Weights</th>
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</thead>
<tbody>
<tr>
<td>Attendance</td>
<td>Every lecture</td>
<td>1.1% per lecture.</td>
</tr>
<tr>
<td>Perfect Attendance</td>
<td>Perfect means PERFECT</td>
<td>5% Bonus</td>
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<tr>
<td>Nine Quizzes</td>
<td>Wednesday’s starting October 4th</td>
<td>2% each.</td>
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<tr>
<td>Midterm Exam</td>
<td>November 1st</td>
<td>Partnered</td>
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<tr>
<td></td>
<td></td>
<td>Solo</td>
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<tr>
<td>A Final Exam</td>
<td>December 14th</td>
<td>If Midterm Partnered</td>
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<tr>
<td></td>
<td></td>
<td>If Midterm Solo</td>
</tr>
<tr>
<td>Participation</td>
<td>Quarter</td>
<td>5%</td>
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<tr>
<td><strong>Total</strong></td>
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## SCHEDULE

<table>
<thead>
<tr>
<th>Date</th>
<th>Assignments</th>
<th>Topics</th>
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</thead>
<tbody>
<tr>
<td>Weeks 1</td>
<td>Algebra</td>
<td>Simple polynomials and linear equations.</td>
</tr>
<tr>
<td>Weeks 2 – 4</td>
<td>Optimization: Consumer Behavior, Prices, Costs, Profits</td>
<td>The 1st derivative (power rule) and optimization.</td>
</tr>
<tr>
<td>Weeks 9 – 10</td>
<td>The Time Value of Money</td>
<td>Compounding &amp; Discounting</td>
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## POLICIES

**Grades. One A+, A, A-, B, C, D, F.**

Grades will be “curved” at the class average, which means that the class average will earn at least a “B”.

A final score of 90% will guarantee an “A” letter grade and in some cases a lower score will earn an “A”.
A final score of 60% is required for a P” and/or “C” letter grade.

The students with the highest two scores on the final Exam will receive “A” grades regardless of overall performance. The student with the highest course score at the end of Instruction will be excused from the final Exam with an “A” grade. The student with the highest overall score after the Final Exam will receive an A+.

Scores will be posted as quickly as quizzes and exams are graded and recorded. Pay attention to your scores – occasionally there are recording mistakes – inform the T.A. if you believe something is wrong. No revisions will be made after Friday of 10th week.

Course Reader & Workbook. The course workbook may be used during exams. You may write in your workbook and add tabs or sticky notes. Do not add extra pages or append duplicated information, especially old exams. If you violate this stipulation, then you will lose the privilege of using your workbook. If, it is discovered that you included additional pages in your Workbook after ½ the exam time has passed, then you will receive a “0” score for that exam.

Partnering on the Midterm Exam. Partnerships of two will be allowed on the Midterm. You and your Partner may speak softly and share information. Each of you must turn-in a Scantron. Partnerships are not mandatory.

Grading. Presentation matters. Work must be organized and legible. If your work is illegible or unorganized, it will not be graded. There will be limited partial credit for mistakes, no partial credit for errors.¹

Make-up Quizzes. Any missed quiz will be rolled-into the final exam if the professor or T.A. is notified within 12 hours.

Missing the Midterm. A missed midterm will be rolled-over to the final exam, The professor must be informed within 12 hours of the missed exam unless something very serious occurs. In any case, you need not explain, merely inform.

NUMBERS. On October 9th, each student will be assigned a NUMBER to identify assignments for grade recording purposes. NUMBERS are not PIDs. Your NUMBER will be a 3 digit integer. Numbering is sequential and in alphabetical order – if your last name begins with the letter “A” then your number will likely be something between 1 and 5; if your last name begins with the letters “X, Y, or Z” then your number will likely be 40 or higher. No one will have a number greater than about 65.

To Find your NUMBER, look for the last 4 digits of your PID on the Scores Sheet. If you cannot find your number on the Scores Sheet, ask the Teaching Assistant.

NUMBERS are required on all assignments. No number, no score, no exceptions.

¹ There is no partial credit in business – if it’s 99 percent right then it’s 100 percent wrong.
Email. Email is a useful way to exchange information. It is not however, a medium of instruction. Use it for simple, close-ended, factual inquiries, or clarifications, but not for open-ended questions. Use your UCSD email address. For security purposes, non-UCSD emails will not be opened. Check your UCSD emails. Periodically, the professor will email important information to your UCSD email.

Term of Instruction. The Fall Quarter ends on Friday December 8th. Finals week is not within the term of instruction.

Sleeping in Class. Don’t do it. Sleep in the library.

ACADEMIC INTEGRITY

Integrity of scholarship is essential for an academic community. As members of the U.C. community, we pledge ourselves to uphold the highest ethical standards. The University expects that both faculty and students honor this principle and in so doing protect the validity of University intellectual work and the academic credentials awarded. Read the Code. The complete UCSD Policy on Integrity of Scholarship can be viewed at: http://senate.ucsd.edu/manual/Appendices/Appendix2.pdf

We are all adults so I assume that we each know right from wrong. I expect you each to do your own work. It is extremely important to me that the playing field remain level for all. Do not seek (for yourself) or assist another student in acquiring an advantage or obtaining unearned credit on any required or graded activity. Any attempt to tilt the playing field in favor of anyone will earn an “F” grade for the course.

STUDENTS WITH DISABILITIES

A student who has a disability or special need and requires an accommodation in order to have equal access to the classroom must register with the Office for Students with Disabilities (OSD). The OSD will determine what accommodations may be made and provide the necessary documentation to present to the faculty member.

The student must present the OSD letter of certification and OSD accommodation recommendation to the appropriate faculty member in order to initiate the request for accommodation in classes, examinations, or other academic program activities. No accommodations can be implemented retroactively.