



**FACULTY OF SCIENCE COURSE SYLLABUS
DEPARTMENT OF ECONOMICS
ECON 3320 – THE ECONOMICS OF PROFESSIONAL SPORTS¹
SUMMER 2020**

INSTRUCTOR: MOSHE LANDER
EMAIL: MOSHE.LANDER@DAL.CA
OFFICE HOURS: MTWR 9:30am – 10:30am ATLANTIC
LECTURE HOURS: NOT AVAILABLE
TA: CARLOS MARTINEZ ROJAS

COURSE DESCRIPTION

This course applies microeconomic theory to explain the peculiar nature of professional sports. Topics may include the organisation of leagues, ticket pricing, advertising, competitive balance, franchise valuation, stadium financing, broadcasting and sports labour markets. “Controversial” topics, such as gambling, cheating, performance enhancing drugs (PEDs) and discrimination may also be covered.

COURSE PREREQUISITES

ECON 2200, STAT 1060 or STAT 2060

- Unless otherwise stated, all economics courses have a minimum grade requirement of C for their prerequisite courses.

COURSE MATERIALS

- No Text Required

COURSE ASSESSMENT

COMPONENT	WEIGHT	CONTENT	DATE
Midterm 1	25 percent	Lectures 1 – 3	June 12
Midterm 2	25 percent	Lectures 4 – 7	June 19
Final	50 percent	Lectures 1 – 12	June 25

CORRESPONDENCE

All correspondence in this class is directed through **Dalhousie email addresses *only***. Any email coming from any other address is treated as spam and is neither read nor answered. If you have not yet activated your account, please follow the instructions at www.dal.ca/dept/its/o365/services/email.html.

GRADE CONVERSION

A+	90 – 100	B+	77 – 79	C+	65 – 69	D	50 – 54
A	85 – 89	B	73 – 76	C	60 – 64	F	00 – 49
A-	80 – 84	B-	70 - 72	C-	55 – 59		

- Numerical grades are converted to letter grades using the Dalhousie Common Grade Scale.

¹ In the event of extraordinary circumstances beyond the University’s and/or instructor’s control, the course content and/or assessment is subject to change. Announcements will be made in class and/or on Brightspace and will comply with Dalhousie’s syllabus policy available [here](#).

TENTATIVE SCHEDULED POSTING DATES OF VIDEO LECTURES ON BRIGHTSPACE

Date	Event
June 4	Introduction Profit Maximisation – One-Team Model
June 8	Profit Maximisation – Two-Team Model
June 9	Competitive Balance The Labour Market for Sports
June 10	Exchange Economy
June 11	Bargaining – Owners vs Unions Advertising – The Dorfman-Steiner Model
June 12	MIDTERM 1 (All material between June 4 and June 9)
June 15	Relegation and Promotion Stadium Financing
June 16	Gambling Markets
June 17	Auction Theory
June 18	Cheating – The Haugen Model
June 19	MIDTERM 2 (All material between June 10 and June 16)
June 22	Double Marginalisation
June 23	Optimal Contract Design – Principal-Agent Model
June 24	Franchise Location – Hotelling Model
June 25	FINAL EXAM (All material between June 4 and June 24)

LECTURES

- The international nature of the student body makes it nearly impossible to find a daily 2 – 3-hour timeframe in which all students can gather online to attend a live lecture.
- For that reason, lectures are pre-recorded and posted on Brightspace according to a schedule that corresponds to a traditional in-class semester (see *Tentative Scheduled Posting Dates of Video Lectures on Brightspace*).
- Each lecture lasts 2 – 3 hours and contains all the information needed to complete the course (ie, there is no textbook, assigned readings, external sources, etc.).
- Once posted, each lecture is available at all times (as long as Brightspace is working) except 7:00am – 3:00pm Atlantic on exam days.
- As per Article 23.04 in the Collective Agreement between the Dalhousie Board of Governors and the Dalhousie Faculty Association, recorded lectures are treated as the instructor’s intellectual property.
- You are NOT permitted to reuse or repurpose the recorded lecture in any way.

OFFICE HOURS

- Office hours are not recorded, optional and take place online MTWR 9:30am – 10:30am Atlantic.
- Information on how to log in to office hours is posted on Brightspace.
- As with traditional on-campus office hours, students are received on a first-come, first-served basis and not by appointment. Students sit in a virtual waiting room until the instructor is ready to receive them.
- Students that use office hours are expected to “arrive” prepared (ie, with their questions ready) and to be efficient so that the maximum number of students can make use of the available time.
- Students that are unable to attend office hours because of scheduling conflicts can email their questions with attached audio, video and/or pictures. The more precise the information the student provides, the faster and more precise the instructor can respond.

EXAMS

- There are two midterms (Friday, June 12 and Friday, June 19) that cover the first- and second-thirds of the course and a cumulative final (Thursday, June 25). (See *Course Assessment* on page 1 and *Tentative Scheduled Posting Dates of Video Lectures on Brightspace* on page 2 for more details about the contents and weights.)
- You must receive a passing grade on the final exam to pass the course.
- If your grade on the final exceeds either (or both) of your midterm grades, the weight of that (those) midterm(s) is (are) transferred automatically to the final.
- If you miss a midterm for any reason (eg, illness, technical, religious, work obligation, exam scheduling conflict, etc.), the weight of that midterm is shifted automatically to the final. There are NO MAKEUP, ALTERNATE OR DEFERRED MIDTERMS under any circumstances, nor may they be written early.
- If you miss the final, you must conform to Dalhousie's policy on qualifying for an alternate final time available [here](#).
- All exams are closed book, non-proctored, multiple-choice exams to be completed on Brightspace.
- You may use a non-programmable calculator and scrap paper to assist you, but you may NOT use any other additional materials, including but not limited to notes, slides, online or offline materials, external websites, formula sheets, previous exams, your phone/tablet or anything else that would normally fall within the GENERALLY-ACCEPTED definition of cheating. Furthermore, you are to do this exam ON YOUR OWN, without discussing the materials with anybody inside or outside of the class. If you fail to follow any of these instructions, you receive a grade of zero for the exam, with no opportunity to transfer the weight, and face academic misconduct proceedings. If you are unsure if what you are doing is acceptable, ask first.
- Do NOT underestimate the difficulty of the exams. The style of the exams is to ensure timely feedback in a three-week condensed course; you should not interpret that the exam is easy because it is multiple choice.
- Questions involve algebra, definitions, interpretations and multi-part questions where the answer to one multiple-choice question may lead to another.
- Each exam is available on Brightspace 7:00am – 3:00pm Atlantic. You may begin the exam at a time of your choosing in that range, but once you begin, you have 2.5 hours to complete the midterms and three hours to complete the final.
- If you require university-approved special accommodations (eg, 30 min/hr extra writing time), you must notify me at least 24 hours prior to 7:00am Atlantic on the exam day to receive it. You must factor these accommodations into your decision when to begin the exams.
- The first set of questions in each exam is a series of declarations that you will behave in accordance with the University's policies and procedures on academic integrity (see *Academic Integrity* on page 4).
- Following that, you see one multiple-choice question at a time. You do NOT have the ability to go back once you have answered a question or chosen to skip it. (You are prompted before you go on to the next question.)
- During the exam, you are not told whether you have answered the question (in)correctly and you do not see your grade for a few days after the exam closes. When the exam grade is finalised, it is posted on Brightspace.
- It is not possible to review your exams after you have completed them. Do not worry though; the final consists of entirely different questions than those that appear on the midterms, so there is nothing to be learned from the exams after you have completed them.

COURSE OBJECTIVES / LEARNING OUTCOMES

This course is an application of economics to sports. To be clear, this course is *neither* a discussion of fantasy leagues *nor* a review of last night's games. Knowledge of sports and sports history should not have any significant impact on the ability to succeed in the course. After completing the course, students should clearly be able to:

- Define and evaluate the market forces that shape professional sports;
- Analyse the costs and benefits of public financing of professional sports;
- Interpret the implication of public policy in professional sports; and,
- Distinguish the distinct characteristics of the labour markets of professional sports.

EXPECTATIONS

I have been told that my lecture style is fast-paced and intense but engaging and humorous. Although students often find that this style makes the concepts easier to understand, they are often disappointed when they fail to perform to the level to which they are accustomed on my exams. My exams tend to reward those that are sufficiently knowledgeable of the underlying concepts and have developed an intuitive approach to the material. **Memorisation is almost never rewarded.**

To give you the best chance for success in my course, I strongly encourage you to come prepared and on time, avoid absences, participate regularly with a positive attitude, read the relevant materials before class and do the assigned homework before the subsequent class, dress appropriately and identify problems and seek help as soon as they occur.

UNIVERSITY POLICIES AND STATEMENTS

The academic rules and regulations set forth in the University Calendar and by Senate govern this course.

ACADEMIC INTEGRITY

At Dalhousie University, we are guided in all of our work by the values of academic integrity: honesty, trust, fairness, responsibility and respect (The Center for Academic Integrity, Duke University, 1999). As a student, you are required to demonstrate these values in all of the work you do. The University provides policies and procedures that every member of the university community is required to follow to ensure academic integrity. (www.dal.ca/dept/university_secretariat/academic-integrity.html)

ACCESSIBILITY

The Advising and Access Services Centre is Dalhousie's centre of expertise for student accessibility and accommodation. The advising team works with students who request accommodation as a result of: a disability, religious obligation, or any barrier related to any other characteristic protected under Human Rights legislation (NS, NB, PE, NL). (www.dal.ca/campus_life/academic-support/accessibility.html)

STUDENT CODE OF CONDUCT

Everyone at Dalhousie is expected to treat others with dignity and respect. The Code of Student Conduct allows Dalhousie to take disciplinary action if students do not follow this community expectation. When appropriate, violations of the code can be resolved in a reasonable and informal manner—perhaps through a restorative justice process. If an informal resolution cannot be reached, or would be inappropriate, procedures exist for formal dispute resolution. (www.dal.ca/campus_life/safety-respect/student-rights-and-responsibilities/student-life-policies/code-of-student-conduct.html)

DIVERSITY AND INCLUSION – CULTURE OF RESPECT

Every person at Dalhousie has a right to be respected and safe. We believe inclusiveness is fundamental to education. We stand for equality. Dalhousie is strengthened in our diversity. We are a respectful and inclusive community. We are committed to being a place where everyone feels welcome and supported, which is why our Strategic Direction prioritizes fostering a culture of diversity and inclusiveness (Strategic Priority 5.2). (www.dal.ca/cultureofrespect.html)

RECOGNITION OF MI'KMAQ TERRITORY

Dalhousie University would like to acknowledge that the University is on Traditional Mi'kmaq Territory. The Elders in Residence program provides students with access to First Nations elders for guidance, counsel and support. Visit the office in the McCain Building (room 3037) or contact the programs at elders@dal.ca or 902-494-6803 (leave a message).

IMPORTANT DATES IN THE ACADEMIC YEAR (INCLUDING ADD/DROP DATES)

www.dal.ca/academics/important_dates.html

UNIVERSITY GRADING PRACTICES

www.dal.ca/dept/university_secretariat/policies/academic/grading-practices-policy.html

MISSED OR LATE ACADEMIC REQUIREMENTS DUE TO STUDENT ABSENCE (POLICY)

www.dal.ca/dept/university_secretariat/policies/academic/misled-or-late-academic-requirements-due-to-student-absence.html

LEARNING AND SUPPORT RESOURCES

General Academic Support (Advising) www.dal.ca/campus_life/academic-support/advising.html

Fair Dealing Guidelines <https://libraries.dal.ca/services/copyright-office/guidelines/fair-dealing-guidelines.html>

Dalhousie University Library <http://libraries.dal.ca>

Indigenous Students www.dal.ca/campus_life/communities/indigenous.html

Black Students www.dal.ca/campus_life/communities/black-student-advising.html

International Students www.dal.ca/campus_life/international-centre.html

Student Health Services www.dal.ca/campus_life/health-and-wellness.html

Counselling www.dal.ca/campus_life/health-and-wellness/frequently-asked-questions-august-2017.html

E-Learning website www.dal.ca/dept/elearning.html

Dalhousie Student Advocacy Services <http://dsu.ca/dsas>

Dalhousie Ombudsperson www.dal.ca/campus_life/safety-respect/student-rights-and-responsibilities/where-to-get-help/ombudsperson.html

Writing Centre www.dal.ca/campus_life/academic-support/writing-and-study-skills.html

Faculty or Departmental Advising Support: Studying for Success Programme

www.dal.ca/campus_life/academic-support/study-skills-and-tutoring.html

SAFETY

Biosafety www.dal.ca/dept/safety/programs-services/biosafety.html

Research Laboratory Safety Policy Manual www.dal.ca/dept/safety/documents-policies-procedures.html

Laboratory Chemical Safety Manual www.dal.ca/dept/safety/programs-services/chemical-safety.html

Radiation Safety Manual www.dal.ca/dept/safety/programs-services/radiation-safety.html

Scent-Free Programme: www.dal.ca/dept/safety/programs-services/occupational-safety/scent-free.html