



**FACULTY OF SCIENCE COURSE SYLLABUS
DEPARTMENT OF ECONOMICS
ECON 3320 – THE ECONOMICS OF PROFESSIONAL SPORTS¹
WINTER 2025**

INSTRUCTOR: MOSHE LANDER
EMAIL: MOSHE.LANDER@DAL.CA
OFFICE HOURS: W 9:45am – 10:45am ATLANTIC
LECTURE HOURS: NOT AVAILABLE
TA: TBA

COURSE DESCRIPTION

This course applies microeconomic theory to explain the peculiar nature of professional sports. Topics may include the organization 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 – 3b	January 31
Midterm 2	25 percent	Lectures 4 – 7	March 7
Final	50 percent	Lectures 1 – 12	TBD

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	Topic	Lecture
January 7	Introduction Profit Maximisation – One-Team Model	— Lecture 1
January 14	Profit Maximisation – Two-Team Model	Lecture 2
January 21	Competitive Balance The Labour Market for Sports	Lecture 3a Lecture 3b
January 28	Exchange Economy	Lecture 4
January 31	MIDTERM 1 (2:30pm – 4:00pm Atlantic, DUNN 135)	Lectures 1 – 3b
February 4	Bargaining – Owners vs Unions Advertising – The Dorfman-Steiner Model	Lecture 5a Lecture 5b
February 11	Relegation and Promotion Stadium Financing	Lecture 6a Lecture 6b
February 18	CLASS CANCELLED – READING WEEK	—
February 25	Gambling Markets	Lecture 7
March 4	Auction Theory	Lecture 8
March 7	MIDTERM 2 (2:30pm – 4:00pm Atlantic, DUNN 101)	Lectures 4 – 7
March 11	Cheating – The Haugen Model	Lecture 9
March 18	Double Marginalisation	Lecture 10
March 25	Optimal Contract Design – Principal-Agent Model	Lecture 11
April 1	Franchise Location – Hotelling Model	Lecture 12
TBD	FINAL	Lectures 1 – 12

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 around 1.5 – 2 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 always available (if Brightspace is working) except during exams.
- 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 W 9:45am – 10:45am 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 written outside of class time (Friday, January 31 and Friday, March 7) that cover the first- and second-thirds of the course, respectively, and a cumulative final written outside of class time (TBD) (see *Course Assessment* on page 1 and *Tentative Scheduled Posting Dates of Video Lectures on Brightspace* on page 2).
- 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](#). Final exam accommodations are almost never approved for reasons relating to personal/family travel/events.
- You may use a non-programmable calculator 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, dictionaries, your phone/tablet or any other electronic device 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 will receive a grade of zero for the exam and will face academic misconduct proceedings in accordance with Dalhousie's [Code of Student Conduct](#). If you are unsure if what you are doing is acceptable, ask first.
- Exams involve algebra, definitions, interpretations and multi-part questions where the answer to one question may lead to another.
- While solution sets are likely available online or from previous students, if you acquire, distribute and/or utilise this material, intentionally or unintentionally, you are in violation of Dalhousie's [Code of Student Conduct](#) and will receive a grade of zero for the exam and will face academic misconduct proceedings. If you are aware of somebody else violating this policy, you are in violation of this policy. If you are unsure if what you are doing is acceptable, ask first.
- If you require university-approved special accommodations (eg, 30 min/hr extra writing time), contact the [Student Accessibility Centre](#) to make arrangements. If I have not received notification from them at least one week before the exam date, accommodations will not be provided.
- When the exam grades are ready, they are posted on Brightspace.
- If you wish to review your exam, a limited number of in-person office hours will be available for you to do so. An announcement about dates/times/locations will be made during the semester.

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 competing 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 stay on schedule as if you were in class, approach the material with a positive attitude, read and review the relevant slides in detail before (and after) watching the videos, work in a comfortable environment 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 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