Instructor: Salvador Lopez, Ph.D.
1317 RCOB
Phone: (678) 839-4778

Office Hours: M, W: 8:30am – 10:30. T, Th: 8:30am-11:30am. If you need to contact me, you can do it on those days via phone, in person, or on Course Den’s Chat room. For the latter, please send me first an e-mail message indicating the day and time that you would like to enter the chat room.

E-mail: slopez@westga.edu

Course Website: CourseDen

Course Description:
This course investigates the applications of statistics in business. Topics include decision analysis, linear regression, forecasting, linear programming and waiting line methods.

Expected Learning Objectives:
Upon completion of this course, students are expected to have a basic understanding of:
- Recognize the role that quantitative models play in the decision making process (LG2)
- Be able to transform a rather general problem into a well-defined problem that can be solved quantitatively (LG2)
- Be able to apply basic quantitative models to business situations (LG2)
- Demonstrate the ability to collect and input data into basic quantitative models (LG2, LG3)
- Be able to solve models "by hand" and with specialized computer software, spreadsheets and graphical packages (LG2, LG3)
- Describe specific quantitative models including decision analysis, linear programming, and others applicable to business decision making (LG2)

Note: A complete list of expected learning goals (LG) for the Economics Department can be found at the department website [http://www.westga.edu/~econ/lg_assessments.htm](http://www.westga.edu/~econ/lg_assessments.htm)

Textbook: QUANTITATIVE METHODS FOR BUSINESS
By Anderson, Sweeney, and Williams, 11th Edition. A copy of the textbook is also on reserve at the UWG library. You can use an earlier edition, which is a lot cheaper, but you need to make sure that the exercises and sections assigned are the same.

Course Outline:
- Chapters 1, 4, 5, 6, 7, 8
- Introduction
- Decision Analysis
Utility & Game Theory
Forecasting
Linear Programming I, II, and III

TESTS: During the semester, you will take clicker quizzes (20%) in almost every class session, a mid-term exam (30%) and a final exam (30%). The dates and materials for the tests are listed below. All quiz and test questions will be based on the study guides and clicker questions, which will be available on CourseDen. Maximum time allowed for the mid-term is one hour and twenty minutes and two and one-half hour for the final exam. To every test, you should bring a calculator (preferably a statistical calculator) and a scantron (school of business, green 882-E).

Test behavior rules: If you have a question, raise your hand and wait until the instructor approaches you. DO NOT TALK while taking a test and DO NOT make any loud comments about the test neither inside the classroom nor its vicinity.

CHEATING POLICY: If a student is found cheating while taking any test, he/she will receive a warning from the instructor. If he/she continues cheating during the same test or a following test, he/she will be dropped from the course and automatically will receive a failing grade (F). This policy also applies to students who use another student’s clicker to submit clicker answers. In such case, both students will receive a warning. Cheating includes, but it is not limited to, seeking or giving information from or to other students, or using prohibited means to obtain information such as written notes or electronic devices with text capability (cell phones, MP3s, PDAs, smartphones, etc.).

DO NOT WEAR ANY KIND OF HAT WHILE TAKING A TEST.

MAKE-UP POLICY: If you have a valid, verifiable, and justifiable excuse (medical excuse, police report, etc.) that contains relevant dates, you can take a make-up test the day after your excused dates end, which is not necessarily the next class. If you anticipate that you will miss a test, please contact your instructor and present or send your valid excuse as soon as possible. Phone calls or e-mail messages can be used to let the instructor know that you have an unusual situation (sickness, accident), but they ARE NOT valid excuses. If you miss a test and do not have a valid excuse, your grade will be a zero.

EXCEL (HOMEWORK) ASSIGNMENTS: Homework (Excel) assignments will be posted on CourseDen at the end of sections from chapters 1, 6, 7, and 8. The instructor will estimate a reasonable time to assign homework given the chapter coverage. These Excel assignments will be announced in class and on the course homepage. Also, CourseDen will contain special presentations, usually videos, demonstrating solutions to the most important problems of each chapter. Excel assignments will be due by midnight on Sunday.

IN-CLASS (CLICKER) ASSIGNMENTS: During the term, you will be required to participate in class by responding to clicker questions related to current material. Each answer you respond
will receive a value of one point. Each right answer will count for 1.5 points. Your clicker grade will be estimated as a proportion of points earned in relation to the highest number obtained by your classmates. If you forget to bring the clicker, your grade for the session will be a zero. No exceptions. You are responsible for the proper function of your clicker. You should always carry additional batteries and, if possible, a spare clicker. In case your clicker stops working in the middle of a session, the instructor will not make an adjustment to your grade. You are encouraged to consult with classmates, as long as you DO NOT say letter answers out loud.

ATTENDANCE AND TARDINESS: You are responsible for all announcements and material covered in every session. If you do not attend classes, you will receive little consideration in regard to individual instruction, borderline grade decisions, etc. Classes will begin promptly at the scheduled time. As a sign of respect to your instructor and classmates, you are expected to be on time. If, during the term, tardiness becomes a disruptive issue, your instructor will start posting a sign outside the classroom indicating that class has already started and that you should not enter.

CELL PHONES AND LAPTOPS: Before class starts, turn cell phones off and place them inside your bags or purses, not on top of the desk. If you need to send/receive a text message or call somebody, please step outside the classroom. However, leaving the classroom before class ends is considered a disruptive behavior that can only occur during emergencies or very special events. Whenever possible, please let your instructor know that you might receive an urgent call or message.

If you want to use a laptop computer for taking notes, please let the instructor know in advance. You can be authorized only if it is used for such purpose, and you must sit on the first row.

BEHAVIOR: Arriving late, leaving early, leaving and returning to the classroom, talking during lectures, yawning loud, using profane language, and using your cell phone (phone rings, phone calls, text messages) while in class, are some of the most common ways students may interrupt a class, disrespect others and, worst of all, encourage other students to do the same. If you consistently show a disruptive behavior as described above or on the Student Code of Conduct found in the UWG Student Handbook, you will receive a verbal warning from the instructor. If your behavior continues, you will be dropped from the course with an F.

STUDY GUIDES: The instructor will provided you with a list of relevant topics and questions for each chapter covered. All your test questions will be based on those guides and previous clicker questions. These and any other aid (like Power Point slides) will be available on CourseDen.

GRADE POSTING: Grades will be shown on CourseDen within 24 hours after every test. If your name does not appear, you need to contact your instructor immediately.

GRADE DISTRIBUTION BY ACTIVITY

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<thead>
<tr>
<th>ACTIVITY/MATERIAL</th>
<th>DATE</th>
<th>WEIGHT</th>
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<tbody>
<tr>
<td>Clicker Questions</td>
<td>Every session</td>
<td>20%</td>
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Excel Homework (“assignments”)  Shown on CourseDen  20%
Mid-term (Chapters 1, 4, 5)  Monday, February 27th  30%
Final (Chapters 6, 7, 8)  Monday, April 23rd (11am – 1:30pm)  30%

Final Numerical and Letter Grade (strict policy, no exceptions):

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<tr>
<th>Numerical</th>
<th>Letter</th>
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<tbody>
<tr>
<td>0 – 59.49</td>
<td>F</td>
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<tr>
<td>59.50 – 69.49</td>
<td>D</td>
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<td>69.50 – 79.49</td>
<td>C</td>
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<td>79.50 – 89.49</td>
<td>B</td>
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<td>89.50 – 100</td>
<td>A</td>
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Some Basic Rules:
FOOD AND DRINKS ARE NOT ALLOWED IN ANY OF THE CLASSROOMS. CELL PHONES, PDAs, MP3S, OR ANY OTHER DEVICES WITH TEXTING CAPABILITY CANNOT BE USED WHILE TAKING A TEST.