Management 3
Quantitative Analysis

Winter 2016
Wells Fargo Hall Monday and Wednesday 2-3:20pm

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Office hours on the professor’s quarterly calendar linked to the course webpage.
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Description

It doesn’t hurt to be articulate with numbers.

This course is something between a lecture course and a lab. This means that attendance is important. We will do an algebra review, learn fundamental calculus, decision-making under uncertainty (using probability), and the time value of money.

Businesses face uncertainty, which we call “risk”. For example: will a new venture be successful (?); should we acquire additional plant, property, equipment, inventory (?); which job applicant should we hire(?); how should we schedule production, transportation, etc.? In addition, we also want to know the prospective value of things, i.e. put a number on probable outcomes. Values change with time.

Decisions must be made based on imperfect information. Fortunately, even under uncertainty and with imperfect information, we can make rational decisions. There are modeling techniques and quantitative tools that help managers better understand uncertainty and make decisions with confidence.

We will have four quizzes scheduled on the Calendar. No midterm. Each quiz will be two parts: an in class and a from-home rehabilitation part.

MATERIALS


2) Anything on the course webpage: syllabus, articles, press releases, cartoons, etc.
<table>
<thead>
<tr>
<th>Assignments</th>
<th>Date</th>
<th>Weights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Four in-class quizzes.</td>
<td>Calendared</td>
<td>10, 10, 15, &amp; 15 points</td>
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<tr>
<td>Four quiz rehabilitations</td>
<td>Due the next class period.</td>
<td>5 points each</td>
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<tr>
<td>Final Exam</td>
<td>Scheduled by the University</td>
<td>30 percent: 10 percent per section</td>
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**Total** 100 percent

**SCHEDULE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Assignments</th>
<th>Topics</th>
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<tbody>
<tr>
<td>Weeks 1 - 2</td>
<td>Algebra</td>
<td>Simple polynomials and linear equations.</td>
</tr>
<tr>
<td>Weeks 3 - 5</td>
<td>Calculus</td>
<td>The 1st derivative (power rule) and optimization.</td>
</tr>
<tr>
<td>Weeks 8 - 10</td>
<td>The Time Value of Money</td>
<td>Compounding &amp; Discounting</td>
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**Teaching Assistant**

We have one undergraduate Teaching Fellow who will grade and record scores and hold one office hour each week, weeks 1-10. This is her second appointment as the Management 3 Teaching Assistant.

Alexandra Han  alexandra.hm.han@gmail.com

**POLICIES**

**Grades.** Grades will be “curved” at the class average. 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% will guarantee a “P” and/or “C-” letter grade, however there are circumstances when a passing grade will be awarded for a final score less than 60.

Scores will be posted as quickly as exams are graded and recorded. Highlighted scores indicate special circumstances: **OK** (roll-over score) to **Bad** and **Very Bad**. Pay
attention to your scores – occasionally there are recording mistakes – let someone
know; not revisions will be made after Friday of tenth week.

Workbook. The course workbook may be used during quizzes and the final exam.
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.

Quizzes. All quizzes will involve processing numbers and making calculations. Work
must be neat and answers clearly indicated. If we cannot read it then it is wrong.

Grading. You should have little tolerance for error, but mistakes happen. The will be
limited partial credit for mistakes, none for errors.

There is no partial credit in business – if it’s 99 percent right then it’s 100 percent wrong.

NUMBERS. On January 18, 2016, each student will be assigned a NUMBER to identify
assignments for grade recording purposes. NUMBERS are not PIDs. 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 10; if your last name begins with
the letter “Z” then your number will likely be between 130 or higher. No one will have a
number greater than 170. This means that your NUMBER will be a 3 digit integer.
Find your NUMBER by looking for the last 4 digits of your PID on the Scores Sheet. If
you cannot find your number on the Scores Sheet, ask a Teaching Assistant.

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

Sleeping. Do this at home, not during lecture. There is no shame in fatigue, so if you
become drowsy during lectures, stand at the back of the hall. Sleeping in public is
unprofessional. It indicates a lack of discipline and is demeaning to yourself and your
peers. There will be no warnings about this. If you fall asleep during lecture (even
once), you will be given an “F” grade for the course, regardless of your scores.

Missing a Quiz. Any missed quiz will be rolled-over to the final exam. The professor
must be informed within 12 hours of the missed exam unless something serious occurs.
You need not explain.

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, not for open-ended
explanations.

Term of Instruction. The Winter Quarter is ten weeks of instruction. Finals week is not
within the term of instruction. Let the T.A. prepare for her exams during finals week.

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.
