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University of Pennsylvania Department of Economics
Econ 0120 / PPE 3001: Strategic Reasoning
Spring 2024

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Lectures Monday & Wednesday 3:30pm-5:00pm (PCPE 200).

Instructor **Deniz Selman** (denizs@econ.upenn.edu)
Office Hours: By appointment & set times will be announced on weeks with quizzes/exams.

TA **Lucienne Disch** (brunnerl@sas.upenn.edu)
Office Hours: TBA.

Description This course is about strategically interdependent decisions. In such situations, the outcome of your actions depends also on the actions of others. When making your choice, you have to consider the choices of others, who in turn are considering what you will be choosing. Game Theory offers several concepts and insights for understanding such situations, and for making better strategic choices. This course will introduce and develop some basic ideas from game theory, using illustrations, applications, and cases drawn from business, economics, politics, and sports. Some interactive games will be played in class.

Prerequisite Econ 0100. There will be little formal theory, so some high school algebra is the only math required. However, general numeracy (facility interpreting and doing numerical graphs, tables, and arithmetic calculations) is very important.
NOTE: This course will be accepted by the Economics Department to be counted toward a Minor in Economics or as an Economics elective.

Textbook Dixit, A., S. Skeath and D. McAdams, ***Games of Strategy***, Norton, 5th edition, 2020.
The textbook is available in the Penn bookstore. You may also purchase the ebook version (which works on all mobile devices including tablets and smart phones) directly at https://digital.wwnorton.com/gamesofstrategy5. ***Older versions (authors were then Dixit, Skeath, Reiley) are also fine!***

Lectures It is important that you come to class prepared to participate. Looking over the slides and watching class recordings is not a substitute for attending and participating in class. ***Use of laptops is not allowed during lectures.***
There will be no class on Monday 11 March. (Enjoy an extended spring break!)

Problem Sets There will be six problem sets assigned and collected for grading during the semester. Problem sets will be posted on Canvas one week before the due date and due at the ***beginning of lecture*** on these dates:
(1) Mon 5 Feb. (2) Wed 21 Feb. (3) Mon 25 Mar. (4) Mon 8 Apr. (5) Mon 22 Apr. (6) Wed 1 May
No late problem sets will be accepted. Your lowest problem set grade will be dropped and the average of the others will constitute the problem set portion of your grade.
NOTE: Working on problem sets diligently is the most effective way to prepare you for exams. I recommend you first work on your own and then meet to discuss the problems in groups. However, each student must turn in their own answers. Please write legibly and state which classmates you worked with on your submitted copy.

Quizzes There will be three in-class quizzes held on these dates: **(1) Wed 7 Feb. (2) Wed 27 Mar. (3) Wed 24 Apr.**
NO MAKE-UP QUIZZES: You will receive a zero for any quiz that you miss for any reason. To accommodate students who must miss a quiz, your lowest quiz grade will be dropped and the average of the other two quizzes will constitute the quiz portion of your grade.

Exams **First Midterm Exam: Wednesday 28 February (in class).**
Second Midterm Exam: Wednesday 10 April (in class).
Final Exam: During finals week (date/time to be announced by Registar).
NO MAKE-UP EXAMS: Students who contact me *before* a Midterm Exam *and* provide a written valid excuse will have their grades calculated based on a reweighting of the other exams. Please see the departmental policies link below for a list of valid excuses. Students who miss an exam and do not satisfy the above conditions will receive a grade of zero on that exam.
RE-GRADING POLICY: Students have one week from the day in which exams, quizzes and problem sets are returned to report errors in grading and/or to request that problems be re-graded. All such requests must be made in writing. If a student submits their exam for re-grading, then the student's entire exam will be re-graded with no guarantee of a higher total score.
OTHER POLICIES & PROCEDURES: Apart from these stated specifics regarding the policy for missed exams and re-grading, this course complies with all departmental policies as posted on the departmental website at:
http://economics.sas.upenn.edu/undergraduate-program/course-information/guidelines/policies.

Grading Best Five Problem Sets (15%), Best Two Quizzes (12%), Two Midterm Exams (21% each), Final Exam (31%).

Course Outline *(subject to minor changes)*