**FOUNDATION COURSE IN MANAGERIAL ECONOMICS**

**PROF. BARNALI NAG**  
Department of Management Studies  
IIT Kharagpur

**TYPE OF COURSE**  
: Rerun | Elective | UG/PG

**COURSE DURATION**  
: 8 weeks (18 Jan’ 21 - 12 Mar’ 21)

**EXAM DATE**  
: 21 Mar 2021

**PRE-REQUISITES**  
: Basic Algebra and Calculus

**INTENDED AUDIENCE**  
: Any Interested Learners

**INDUSTRIES APPLICABLE TO**  
: Public Policy Organizations, Banks, Managerial Levels in all Industries

**COURSE OUTLINE**  
This course is developed to teach modern microeconomic theory to understand the behavior of households, firms and their interaction under different market structure. The purpose of this course is to provide students with a basic understanding of economic theory that can be used in managerial decision making problems within various organizational settings such as a firm or a government agency. Objective is to develop a good understanding of economic concepts and tools that have direct managerial applications.

**ABOUT INSTRUCTOR**  
Prof. Barnali Nag teaches economics and business environment in Vinod Gupta School of Management, IIT Kharagpur. She is a PhD from IGIDR (Indira Gandhi Institute of Development Research), Mumbai and did her post-doctoral research from Wharton Business School, University of Pennsylvania. She has worked as Business Research Fellow at the Indian School of Business, Hyderabad and RIS, New Delhi, Ministry of External Affairs, GoI, an advanced Institute for actionable research. Before joining VGSoM, IIT Kharagpur, she was a faculty in Indian Institute of Management Kashipur. Prof. Nag has published in various refereed international journals of repute. Her research interests pertain to Economics of Climate Change, Policy and planning in the infrastructure sector and Energy security issues of India, Competition Policy and Competitiveness.

**COURSE PLAN**  
- **Week 1**: Introduction, Demand and Supply  
- **Week 2**: Elasticity of demand and supply  
- **Week 3**: Government intervention and efficiency  
- **Week 4**: Producer theory and cost curves  
- **Week 5**: Market structures and perfect competition  
- **Week 6**: Monopoly  
- **Week 7**: Monopolistic competition  
- **Week 8**: Oligopoly