**Strategic Behavior (ECON 4450)**

**Fall 2025**

Professor Janice Hauge

Janice.Hauge@unt.edu

Course Description

This course focuses on strategic interactions with the goal of providing students with a methodology for analyzing such interactions. Through theoretical analysis and extensive use of examples, students are shown a systematic method of incorporating unique features of a given situation to model that situation and predict subsequent behavior, or to better understand behavior that has occurred in the past. A basic knowledge of microeconomics is essential to master the material in this course.

Strategic behavior is my favorite undergraduate class to teach. For some students, the material is intuitive, and the course seems easy. For others, the material is complicated and confusing. Regardless of a student's initial understanding of the basic theory, attending class and working through the material diligently will help to master the material. I am eager to help students understand the material - please ask me before wasting time googling lessons, lectures, or answers to questions that are not likely to be found online (because I write almost all my own questions for graded assignments - always).

Course Structure

This course is offered face-to-face, Tuesdays and Thursdays from 9:30 - 10:50 in Wooten Hall, room 114. My office hours are Tuesdays 11 - 1. Students’ primary interaction with fellow students and with me will take place in class. There are 12 weeks of content; I will open a new module no later than the week prior to our beginning the new topic. Three weeks of the semester are devoted to review and exams. The 16th week of the course will have the final exam.

Course Objectives

Upon successful completion of this course, students will be able to:

1. Construct strategic form and extensive form models based on given scenarios.
2. Solve for Nash equilibrium in a variety of models with multiple parameters.
3. Critically analyze common news headlines or events that include situations of strategic interdependence.
4. Correctly annotate a text.
5. Think critically about economic theories and their applicability to real-world scenarios.
6. Create and solve a concise model of a strategic situation using appropriate supporting data and presenting through an infographic.
7. Find and use data to support personal assertions (citing sources and giving credit to where information is obtained).
8. Interact with others and utilize tact when offered or offering differing perspectives.

Note:This course fulfills the CLASS requirement for Communication and Digital Skills. At the end of this course, students should be able to demonstrate effective communication using a digital technological platform and do at least two of the following:

1. Demonstrate the ability to communicate a central idea effectively using appropriate organization/structure.

2. Demonstrate the ability to develop content at an advanced level using a combination of effective supporting materials.

3. Demonstrate the ability to engage in verbal and nonverbal communication behaviors that are appropriate for the audience and adhere to the conventions of the medium selected (written, oral, or visual).

Prerequisites

Completion of Intermediate Microeconomic Theory (ECON 3550) and any one of the following: Business Calculus (MATH 1190), College Math with Calculus (MATH 1400), or Calculus 1 (MATH 1710), with a grade of C or better are required for enrolling in this course.

Required Text

Joseph Harrington, Jr., *Games, Strategies, and Decision Making*, 2nd edition, Worth Publishers, 2015.



This is what the course textbook cover looks like.

**We WILL use the textbook DAILY.**

Game theory is a highly quantitative sub-field of economics. Because this is an undergraduate course, we use fewer quantitative skills than in more advanced theory. The required textbook is the only undergraduate game theory text that does not require advanced mathematical skills; it is worth owning.

The textbook is required and used extensively. Prior students have found it to be extremely useful; in fact, it might not be possible to pass the class without access to the text.

The cover indicates this is the second edition. If a student chooses to use the first edition, please be aware that not all topics we discuss in class (and for which students are responsible) are in the first edition. When we cover information that is not in the first edition, students should obtain the relevant information from a classmate if needed.

Communication

* Instructor: Professor Janice A. Hauge
* Office Hours: Mondays 8am – 11am and by appointment.
* E-mail address: Janice.Hauge@unt.edu

While I will make myself as available as possible general questions should be posted in the relevant Discussion Board area: general questions about the course or assignments should be posted there. I will answer them . This way all can benefit from questions asked, and questions can be answered in a venue that the whole class can see. For questions not best asked in a discussion board, please contact me via e-mail and I will respond within 24 hours on weekdays (usually sooner).

Canvas

* Announcements: this is where to find new and important information for the course. Announcements will go to students’ e-mail accounts and reside here also - watch for these. Ignorance is not an excuse for missing something important announced via Canvas.
* Syllabus: this area contains all the essential information needed about this course as well as a schedule of the course assignments and exams.
* Modules: this is where the course content is located. Modules include the entire course work sequence at a glance, and access information on each topic we cover in class.
* Grades: this is where to find grades earned this semester. Each assignment has a due data and time; be aware of the time so as not to miss a deadline!

By the first week of class, students should have read the syllabus carefully and looked at the modules page to find lessons arranged by topic.

Course Policies & Technology Requirements

Students are expected to complete the assigned reading and related work ***prior to class***. It is important that students prepare for and attend class. If a student misses class, it is their responsibility to obtain ***from classmates*** the relevant class notes and assignments. Please note the following guidelines.

1. No late work will be accepted (students will earn a zero on any assignment not submitted by the due date and time), and no make-up exams will be given. Please note the exam dates. In an emergency that prevents taking an exam at the scheduled time, contact me by e-mail or in person ***before***the start of the exam to discuss possible alternatives. There is no assurance that an alternative will be granted. Requests for medical reasons must be supported by a doctor’s note.
2. Do not come to class late. Disrupting the class by arriving late is disrespectful to other students and negatively impacts others’ learning. Habitual tardiness will result in being referred to the Dean of Students for disciplinary action or removal from the class.
3. Cell phone use is not permitted during class. Students using phones may be asked to leave the classroom. Be considerate - put the phone away.
4. Cheating will not be tolerated and will result in an immediate zero on the relevant assignment and possible failure of the class. Use of anything other than Canvas, correctly and fully cited research, and the student’s own brain constitutes cheating. Please become familiar with the University's Policy of Academic dishonesty found in the *Student Handbook*. The content of the Handbook applies to this course. Consult the Code of Student Conduct and Discipline for information on any further penalties that may be imposed by the Committee on Student Conduct. The Code of Student Conduct can be found [here](http://www.unt.edu/csrr). Student behavior that interferes with an instructor’s ability to conduct a class or other students' opportunity to learn is unacceptable and disruptive and will not be tolerated in any instructional forum at UNT. Students engaging in unacceptable behavior will be directed to leave the classroom and the instructor may refer the student to the Center for Student Rights and Responsibilities to consider whether the student's conduct violated the Code of Student Conduct.
5. Treat the instructor and classmates with respect in all face-to-face and online interactions.
6. In all discussions avoid sarcasm and attempts at humor, and fact-check sources.
7. For special needs or accommodation, please advise me immediately so that we can make any necessary arrangements.
8. There are no extra credit opportunities in this class - no exceptions.

Technology Requirements

* Microsoft Word
* Infographic software of choice [Note: "An infographic is a collection of imagery, charts, and minimal text that gives an easy-to-understand overview of a topic. Infographics use striking, engaging visuals to communicate information quickly and clearly." (Venngage, available at: <https://venngage.com/blog/what-is-an-infographic/>)

For help with Canvas or other technology issues refer to the student help desk: [UIT Student Help Desk site.](http://www.unt.edu/helpdesk/index.htm)
Email: helpdesk@unt.edu
Phone: 940-565-2324
In Person: Sage Hall, Room 130
Walk-In Availability: 8am-9pm
Telephone Availability:

* Sunday: noon-midnight
* Monday-Thursday: 8am-midnight
* Friday: 8am-8pm
* Saturday: 9am-5pm

Laptop Checkout: 8am-7pm
For additional support, visit [Canvas Technical Help.](https://community.canvaslms.com/docs/DOC-10554-4212710328)

Assignments & Grading Policies

Assignments

* Homework assignments 25% (5 assignments each worth 5%)
* Project 30% (3 submissions each worth 10%)
* Exams 45% (3 exams each worth 15%)

Grading Policies

Students can expect to receive their grades within one week of the due date, and generally the next class period. Students must wait 24 hours before contacting me to dispute a grade. Within that time, I expect the student will review the assignment details and reflect on the quality of the work submitted. If still desiring to dispute the grade, no later than the next class period, submit in writing the petition, and give that to me with the originally graded assignment. I will review the request and respond no later than the next class period. For example: suppose a student receives a grade on Tuesday. At the beginning of class on Thursday, he submits his written request along with the original submission. I will respond the following Tuesday. Please note that I cannot discuss grades over e-mail.

Late Work and Extra Credit

I do not accept late work. All work turned in after the deadline will receive a grade of zero unless the student has a [university-excused absence](https://policy.unt.edu/policy/06-039)and provides documentation within 48 hours of the missed deadline. There are no extra credit opportunities in this course.



Calendar Follows

