INSTRUCTIONS (***Read Carefully***):

**ON YOUR QUESTION BOOKLET:**
Fill in your name, Student ID, Discussion Section Number (e.g. D5) and your signature.

**ON YOUR SCANTRON:**
Enter the Course Number (EC101 DD or EE) and date on the lines at the top-left. In the boxes below, enter your Student ID, your DISCUSSION SECTION number (D1 - D9, E0 - E9), your NAME and your EXAM VERSION into the Scantron computer sheet. Be sure that you “bubble” all entries (fill in the small circles). I will subtract up to 5 points as punishment for errors in these data!

**DURING THE EXAM:**
Students who wish to leave the room for any reason must leave the Question Booklet and Scantron sheet with the instructor or teaching fellow. Students in EC101DD MUST turn in both the Question Booklet and the Scantron sheet at the end of the exam and exit from the front of the room. Students in EC101EE should keep their Question Booklet and turn in only their Scantrons. All students must show their BU Student IDs as they leave the exam room.

**MULTIPLE-CHOICE QUESTIONS:**
Choose the **BEST** answer for each of the multiple-choice questions. (Only ONE answer is allowed, even when more than one of the answers is technically correct.) On the Question Booklet, CIRCLE the letter that you chose, so that you have a record of your answers. Then BUBBLE it on the Scantron for grading.

Never cross out an answer on your Scantron. Use a pencil to bubble your answers, and keep a good eraser with you. If you bubble the wrong answer on the Scantron, erase your mark COMPLETELY, and then bubble the correct answer.

***YOU MAY NOT USE A CALCULATOR, CELL PHONE OR LAPTOP.***

***However, INTERNATIONAL STUDENTS may use electronic translators or dictionaries.***

You have 60 minutes to complete the exam. Good luck!

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**DO NOT OPEN THIS BOOKLET OR TURN IT OVER**
[until told to do so]

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1. You won a free ticket to see a One Direction concert. You had been planning to buy a $60 ticket to see Taylor Swift that night. (Your WTP for Taylor Swift is $80). What would be the opportunity cost of seeing One Direction?
   a. $20
   b. $60
   c. $80
   d. 0

2. Which of the following does not count as capital?
   a. trust in other people
   b. electric power used in production
   c. a robot in an automobile factory
   d. experience as an architect

3. Suppose you buy a textbook for a BU course. The opportunity cost of the textbook is
   a. the cost of producing the book.
   b. whatever you would have spent the money on if you had not bought the book.
   c. the other things you would have done instead of studying the book.
   d. what you learn from reading the book.

4. Suppose that pork was shown to cause colon cancer. If people in China stopped eating pork, then there would probably be _______ in China than before.
   a. fewer ducks
   b. less rice
   c. more chickens
   d. more pigs

5. In New York, people like to eat cheese with bread. If the price of bread rises, then
   a. the demand for bread will shift left.
   b. the demand for cheese will shift right.
   c. the demand for cheese will shift left.
   d. the demand for bread will shift right.

6. Which of the following topics is important in the study of economics?
   a. how people respond to incentives
   b. how psychology can be used to increase market share
   c. the design of electronic equipment in factories
   d. how managers respond to the complaints of workers

7. See Figure SDA. At a price of $35, there would be a
   a. surplus of 100 units.
   b. shortage of 200 units.
   c. surplus of 300 units.
   d. surplus of 200 units.

8. See Figure SDA. When the price increases from $25 to $30, the price elasticity of supply is approximately
   a. 5.0
   b. 1.25
   c. 2.75
   d. 0.5

9. See Figure SDA. Suppose bad weather in some regions causes half of the dairy farms to shut down. The new equilibrium price of milk would be about ___.
   [Hint: Draw on the graph in Figure SDA.]
   a. 32
   b. 25
   c. 40
   d. 18

10. Economists define the wealth of a nation as
    a. its productive capacity.
    b. its ability to produce hi-tech products.
    c. the exchange rate of its national currency.
    d. the value of its money supply.
**Scenario CG.** In 1994 the price of cigarettes was $3.00 per pack, and 40 billion packs were sold. When the price dropped to $2.85 a pack because of a supply shift, 42 billion packs were sold.

11. **See Scenario CG.** The demand for cigarettes in 1994 was
   a. perfectly elastic
   b. perfectly inelastic
   c. inelastic
   d. unit-elastic

12. **See Scenario CG** Tobacco companies feared that the price drop would cause a major loss of revenues. But economic analysis implied that tobacco company revenues would
   a. remain more or less unchanged.
   b. fall between 3 and 5 percent.
   c. rise between 3 and 5 percent.
   d. rise substantially.

13. A law is passed that a firm is not allowed to fire workers. Which of the following is **not** a likely effect of the law?
   a. Firms will lose profits.
   b. Workers will work harder.
   c. Fewer workers will be hired.
   d. Workers will criticize their employers more often.

14. Paper money can function only if it is
   a. monetized by banks.
   b. backed by precious metals (usually gold or silver).
   c. printed by the government.
   d. widely accepted.

15. A key determinant of the price elasticity of supply is
   a. the slope of the demand curve.
   b. the ability of sellers to change the amount of the good they produce.
   c. how responsive buyers are to changes in sellers' prices.
   d. the ability of sellers to change the price of the good they produce.

16. A student is invited to a dorm party, but then her roommate asks her to go to a concert and she agrees. Later, she remembers she has an economics test on Tuesday. The opportunity cost of studying for the exam would be
   a. attending the dorm party.
   b. attending the dorm party and the concert.
   c. a better grade on the exam.
   d. attending the concert.

17. Which of the following **is not** a reason why voluntary exchange might lower a buyer’s welfare.
   a. deceptive marketing
   b. temptation
   c. high prices
   d. poor information

18. In a perfectly competitive market, different people will not exchange the same good at different prices, because
   a. the law requires everyone to sell at the official price set by the government.
   b. sellers offering low prices and buyers facing high prices would refuse to complete the exchange.
   c. arbitrageurs cannot earn profits unless all prices are the same.
   d. individual consumers normally buy sufficiently large quantities to obtain the lowest price.

19. In the last 50 years, which of the following has made the most important contribution to economic growth in most countries around the world?
   a. new land
   b. an increased supply of labor
   c. the increased availability of natural resources
   d. capital formation

20. The demand for a good will be more elastic if
   a. the time allowed for quantity changes is shorter.
   b. the availability of close substitutes is greater.
   c. it is a necessity.
   d. the cost of production is lower.
21. Most Americans eat bread with butter. The cross-price elasticity of demand for bread and butter is likely to be
   a. infinite.
   b. positive.
   c. negative.
   d. zero.

22. Which of the following is not a property of a perfectly competitive market?
   a. Buyers prefer low prices and sellers prefer high prices.
   b. Buyers and sellers are well informed.
   c. Sellers are self-employed.
   d. Transactions are voluntary.

23. Molasses is a dark syrup that is created during the production of white cane sugar. The cross-price elasticity of supply for molasses and sugar will be
   a. infinite.
   b. positive.
   c. negative.
   d. zero.

24. Arbitrage in the copper market is most likely to occur when
   a. copper mining is very profitable.
   b. copper demand is unusually high.
   c. copper is selling at different prices in different places.
   d. new copper mines have been opened.

25. Bob is ready to buy pens from Ana for $4. Cal is ready to buy pens from Daisy for $2. There are some shrewd business people in the economy who see this situation. Which of the following is the most likely outcome?
   a. Daisy sells some pens for less than $2.
   b. The transactions go through, with Bob paying $4 and Cal paying $2.
   c. A shrewd business person buys from Ana and sells to Cal.
   d. Bob ends up paying less than $4 for the pens.

26. For an economist, a good example of an investment would be
   a. buying gold coins.
   b. constructing a highway.
   c. buying US bonds.
   d. depositing money in a savings account.

**Scenario BSE.** Suppose mad-cow disease kills many milk cows in Britain. Moreover, many British people believe that mad-cow disease could be transmitted to consumers who drink milk.

[You may draw in the space below to help you answer the following questions. The drawing will NOT be graded.]

27. See Scenario BSE. The supply curve for milk will
   a. shift left.
   b. be unaffected.
   c. rotate.
   d. shift right.

28. See Scenario BSE. The demand curve for milk will
   a. rotate.
   b. shift right.
   c. be unaffected.
   d. shift left.

29. See Scenario BSE. The equilibrium price of milk will
   a. will increase.
   b. will decrease.
   c. could increase or decrease.
   d. will not change.

30. Capital formation normally requires
   a. less consumption than would be possible.
   b. an increase in stock-market activity.
   c. the sale of treasury bills.
   d. new patent applications.
31. Suppose the United States has a fire in its central bank. Unfortunately 10,000 one-hundred dollar bills have been lost to the fire. We can say that the wealth of the US has fallen by
   a. $10,000.
   b. the value of the gold that could be bought with those bills.
   c. the cost of printing 10,000 new bills.
   d. $1,000,000.

32. To form the market demand curve from individual demand curves you
   a. divide the average quantity by the number of individual demand curves.
   b. multiply the number of individual demand curves by the average price.
   c. add up the quantities at each price.
   d. add up the prices at each quantity.

33. Drivers who smoke have five times the accident rate that nonsmokers do. This could be because
   a. the kind of people who smoke are less careful than are the kind of people who don’t smoke.
   b. most smokers are men, and men are more likely to have accidents than women are.
   c. smoking causes drivers to have accidents.
   d. all of the above are possible.

34. If there is a shortage at the current price,
   a. the price is below the equilibrium price.
   b. sellers are producing more than buyers want to buy.
   c. quantity demanded equals quantity supplied.
   d. the market must be in equilibrium.

35. "EC101 DD/EE students have an elastic demand for clickers." What is wrong with the statement?
   a. Clickers are inferior goods, so the demand is inelastic.
   b. Clickers are luxury goods, so quantity demanded is 0.
   c. The statement is correct as written.
   d. Clickers are required, so the demand is inelastic.

36. A consumer’s welfare will increase the most if he chooses food with
   a. the lowest opportunity cost.
   b. the greatest elasticity of supply.
   c. the lowest elasticity of supply.
   d. the greatest difference between WTP and opportunity cost.

37. On October 19, 1987, the value of stocks listed on US markets decreased by $500 billion. This implies that
   a. investors placed a lower value on US assets.
   b. $500 billion worth of capital goods were lost.
   c. society lost goods and services worth $500 billion.
   d. wealth was transferred from US residents to foreigners.

38. Thea bakes cookies, and Yiwen grows vegetables. Under which circumstance will Yiwen and Thea discover that they cannot benefit from voluntary exchange?
   a. Thea is better than Yiwen at baking cookies, and Yiwen is better than Thea at growing vegetables.
   b. Yiwen is better than Thea at baking cookies and at growing vegetables.
   c. Thea does not like vegetables and Yiwen does not like cookies.
   d. In all of the above circumstances

39. Perfectly competitive markets are
   a. found mainly in the retail industry.
   b. the most common type of market in free-market countries.
   c. found mainly in the housing sector.
   d. found in models, but not in the real world.

40. Suppose medical researchers announce that drinking exactly a half liter of milk per day increases life expectancy, but the good effect disappears if people drink less or more. Then the demand for milk would
   a. shift right.
   b. become elastic.
   c. shift left.
   d. become inelastic.