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. 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 are 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.

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!

 Hint: the area of a triangle = base x height / 2

DO NOT OPEN THIS BOOKLET OR TURN IT OVER
[until told to do so]
1. Private negotiation is most likely to solve problems created by pollution when there are
   a. high taxes on each unit of pollution.
   b. a small number of people who produce the pollution and who suffer from it.
   c. laws that prohibit the pollution.
   d. many people who suffer from the pollution.

   **Scenario TXE.** The graph below shows supply and demand in a perfectly competitive market for widgets. Suppose that the government decides to impose a $3 excise tax on widgets.

   ![Graph showing supply and demand with tax imposition]

   **2.** See Figure TXE. The price that buyers pay after the tax is imposed is
   a. $5.
   b. $8.
   c. $7.
   d. $6.

   **3.** See Figure TXE. The part of the tax paid by buyers is
   a. $1 per unit.
   b. $1.50 per unit.
   c. $2 per unit.
   d. The answer depends on who sends the tax to the government.

   **4.** See Figure TXE. How much tax revenue is generated in the market for widgets?
   a. $250
   b. $120
   c. $150
   d. The answer depends on whether the buyer or the seller sends the tax to the government.

   **5.** Which of the following outcomes is **unlikely** in an unregulated free-market economy?
   a. a market in human kidneys
   b. many poor people
   c. shortages of many goods
   d. prostitution

   **6.** Assume the US government passes a law making it much easier for US firms to export beef. Which is most likely to occur?
   a. A large deadweight loss will be created.
   b. The surplus of US beef producers will fall.
   c. US beef producers will hire more workers.
   d. American consumers will face lower prices for food containing beef.

   **7.** Which of the following is the best example of a positive externality?
   a. cigarettes with a low cost of production
   b. a student who asks good questions in class
   c. a box of chocolates of higher than average quality
   d. a restaurant that serves excellent food

   **8.** An international student spends $80 for a ticket to game six of the baseball World Series. But after an hour, she decides that baseball is extremely boring. She is tired of watching the players spitting and scratching their bodies. If she is economically rational, she should
   a. stay there, because $80 was an avoidable cost.
   b. stay there, because she will lose consumer surplus if she leaves.
   c. stay there, because the $80 is a sunk cost.
   d. leave and do something more fun.

   **9.** Since air pollution creates a negative externality,
   a. social welfare is maximized when all air pollution is eliminated.
   b. the free-market result maximizes social welfare.
   c. governments should encourage private firms to consider only private costs.
   d. some, but not all, of the air pollution should be eliminated.

   **10.** Social surplus is equal to
   a. consumer surplus minus producer surplus.
   b. value to buyers minus profit to sellers.
   c. value to buyers minus cost to sellers.
   d. consumer surplus times producer surplus.

   **11.** A Texas rancher owns a business that sells beef in a perfectly competitive market, and he also eats beef himself. Beef is a normal good. If the market price of beef rises, then
   a. he will eat the same amount of beef, because he gets beef for free.
   b. he will eat less beef, because the demand curve is downward sloping.
   c. he will eat more beef, because beef is a normal good.
   d. the answer will depend on the strengths of the income and substitution effects.
12. **See Figure PGL.** When the supply shifts and the price ceiling is applied,
   a. a surplus will occur at the new market price of P2.
   b. the market price will increase to P3.
   c. a shortage will occur at the new market price of P2.
   d. the market price will stay at P1.

13. **See Figure PGL.** When the supply shifts and the price ceiling is applied, the quantity of gasoline that will be sold and bought is
   a. at least Q1.
   b. Q3.
   c. less than Q3.
   d. between Q1 and Q3.

14. **See Figure PGL.** Suppose the supply shifts back from S3 to S1, but the price ceiling remains in place. Then,
   a. the quantity sold and bought will decrease.
   b. the price ceiling will no longer affect the price.
   c. the price ceiling will cause a larger deadweight loss than before.
   d. the price will remain at P2.

15. If the labor supply curve is extremely inelastic, a tax on labor
   a. would be paid mainly by employers.
   b. raises a small amount of tax revenue.
   c. has a large deadweight loss.
   d. has little impact on the amount of work that workers are willing to do.

16. **See Figure SSD.** In equilibrium, total surplus is
   a. 750.
   b. 250.
   c. 1000.
   d. 375.

17. **See Figure SSD.** The equilibrium allocation of resources is
   a. efficient because total surplus is maximized when 25 units are produced and sold.
   b. efficient because consumer surplus is maximized at the equilibrium.
   c. inefficient because total surplus is maximized when 50 units of output are produced and sold.
   d. inefficient because consumer surplus is larger than producer surplus at the equilibrium.

18. **See Figure SSD.** Suppose the government allows only 10 units to be produced and sold. Then
   a. total surplus is maximized.
   b. consumer surplus is maximized.
   c. the marginal value of the last unit exceeds its marginal cost.
   d. the marginal cost of the last unit is the same as its marginal value.

19. Suppose there are rent controls in the market for apartments. Then,
   a. those willing to pay the most will get the apartments.
   b. the efficient number of apartments will be rented.
   c. some consumers will pay lower rents than they would pay without controls.
   d. **ALL** of the above
20. Which of the following statements is not correct about a market in equilibrium?
   a. Those buyers who value the good more than the price choose to buy the good.
   b. Consumer surplus will be equal to producer surplus.
   c. Those sellers whose costs are less than the price choose to produce and sell the good.
   d. The price determines which buyers and which sellers participate in the market.

21. Trade raises the economic welfare of a nation in the sense that
   a. since countries can choose which products to trade, they will pick those products that are most beneficial to society.
   b. the gains of the winners exceed the losses of the losers.
   c. everyone in an economy gains from trade.
   d. the nation joins the international community when it begins to engage in trade.

22. Taxes can be useful tools of government policy, because
   a. taxes can increase social surplus when there are negative externalities.
   b. taxes allow governments to supply public goods and services like education and police protection.
   c. taxes can be used to increase equity even when they reduce social surplus.
   d. ALL of the above

23. A perfectly competitive firm charges the market price for its product, mainly because
   a. customers assume it will sell at the market price.
   b. if it sets a higher price, it would lose all its customers.
   c. government regulations require firms to sell at the market price.
   d. arbitrageurs would enter the market.

24. Economic efficiency may not be compatible with equity, because
   a. marginal costs are increasing in the great majority of firms.
   b. the incentives required for efficiency may make some people rich and leave others poor.
   c. rich people tend to work harder than poor people.
   d. governments tend to regulate competitive markets when prices are too high.

25. See Figure IFM. After the foreign producers enter, the surplus of US consumers
   a. increases by $25.
   b. goes to zero.
   c. does not change.
   d. decreases by $25.

26. See Figure IFM. After the foreign producers enter, the producer surplus of domestic producers
   a. decreases by $5.
   b. increases by $5.
   c. decreases by $15.
   d. increases by $15.

27. See Figure IFM. The positions of the supply curves $S$ and $S'$ imply that some of the foreign firms ______ than any of the domestic firms.
   a. have lower costs
   b. pay higher wages
   c. charge higher prices
   d. are less competitive

28. Your roommate leaves trash in your dormitory room without cleaning it up. The trash doesn't bother her at all, but you would be willing to pay $40 to live in a clean room. Her opportunity cost of cleaning the trash would be $50, but yours would be only $30. Which is an economically efficient way of solving the trash problem?
   a. You offer to pay her $30 to clean up the trash.
   b. You clean up the trash yourself.
   c. You leave a dead mouse in her bed as punishment for her behavior.
   d. You do nothing and live with the trash.
Residents of a small town can buy watchdogs to keep thieves away from their houses. Unfortunately, the dogs bark a lot and annoy the neighbors. Each watchdog has the costs and benefits listed here.

Table EXR. The social surplus created by the second dog is
a. $12.
 b. $7.
 c. $20.
 d. $17.

The market-equilibrium quantity of watchdogs bought would be
a. 3.
 b. 5.
 c. 4.
 d. 6.

What is the smallest excise tax that could move the market to the socially optimal number of watchdogs?
 a. $5.
 b. $10.
 c. $3.
 d. $1.

In order to demonstrate their generosity, dairy farmers decide to sell as much milk as consumers want to buy at half the competitive-equilibrium price. Then
 a. social surplus will fall.
 b. social surplus will increase.
 c. consumer surplus will fall.
 d. producer surplus will increase.

When there’s no fixed cost and marginal cost is increasing, the marginal cost curve is the same as the
 a. willingness-to-pay curve.
 b. supply curve.
 c. demand curve.
 d. NONE of the above

Suppose a price ceiling is below the equilibrium price. Then removing the price ceiling is likely to
 a. increase consumer surplus.
 b. reduce profits.
 c. increase the quantity supplied.
 d. create a Pareto improvement.

When firms have an incentive to enter a competitive market, their entry will
 a. lower profits for firms already in the market.
 b. raise the market price.
 c. change the cost curves of firms that remain in the market.
 d. increase demand for the product.

If you know Dilip’s willingness to pay for different quantities of apples, but you have no information about the apple market, then you can
 a. determine the price of apples.
 b. calculate the number of apples he will buy.
 c. construct his demand curve for apples.
 d. NONE of the above

A tax on gasoline often reduces road congestion, because
 a. gasoline is a normal good, and driving is an inferior good.
 b. gasoline is an inferior good, and driving is a normal good.
 c. the tax raises the social cost of driving.
 d. the tax raises the private cost of driving.

The opportunity cost of producing the 15th unit of a good is
 a. the price.
 b. 1/15 of the fixed cost.
 c. the marginal cost of the 15th unit.
 d. the average cost of all the units produced.

Table PSM. Each of the following sellers can produce one fancy dress at the cost listed below.

<table>
<thead>
<tr>
<th>Seller</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abby</td>
<td>$1,500</td>
</tr>
<tr>
<td>Bobby</td>
<td>$1,200</td>
</tr>
<tr>
<td>Carlos</td>
<td>$1,000</td>
</tr>
<tr>
<td>Dianne</td>
<td>$750</td>
</tr>
<tr>
<td>Evalina</td>
<td>$500</td>
</tr>
</tbody>
</table>

If the market price is $1,000, the producer surplus in the market is
 a. $3,700.
 b. $700.
 c. $2,250.
 d. $750.

If the market price is $1,100, the combined total cost of all participating sellers is
 a. $2,700.
 b. $2,250.
 c. $1,250.
 d. $3,700.