CONTENTS

Preface xvii	Policy Insights: Laissez Faire 54 What, How, For Whom 55 • Optimal, Not Perfect 55
SECTION I: BASICS	Summary 56
Chapter 1 An Overview 3 The Economy Is Us 4	World View: Dining on the Downtick 51 • Fed up with the Food Fight 53
The Nature of Economic Choice 6	In the News:
Opportunity Costs 6 Production Possibilities 8 Increasing Opportunity Costs 10 • Points inside and outside the Curve 13 • Growth and Technology 14	Typing Services 43 • Condo Prices in New York 46 • Surplus Punches Hole in Oil Price 48 • U2 Fans and the Longest Five Days 48
How Choices Are Made 15 The Market Mechanism 15 • Command Economies 16 • Market Imperfections 17 • Mixed Economies 18	Chapter 3 The Public Sector 59 Micro Failure 60 Dublic Coods 60 a Enternalities 62 a Market Pourse 64
What Economics Is All about 19	Public Goods 60 • Externalities 62 • Market Power 64 • Equity 65
End vs. Means 19 • Macro vs. Micro 20 • Theory and Reality 21 • Policy 21 • Controversy 22 • Modest	Macro Failure 65
Expectations 23	Growth of Government 66
Summary 23	Federal Growth 66 • State and Local Growth 67 Government Spending 68
World View: Where Communist Economies Fell Short 17	The Federal Budget 69 • Expenditures on Goods and Services 69 • Income Transfers 70 • Interest 71 • State
Torried about Wealth 4 • The Peace Dividend 7 Appendix: Using Graphs Sopes 26 • Shifts 27 • Linear vs. Nonlinear Curves 28 • Causation 29	and Local Spending 71 Taxation 72 Federal Taxes 72 • State and Local Revenues 74 Policy Insights: Government Failure? 76 Perceptions of Waste 77 • Opportunity Costs 77 • Public Choice 79
Chapter 2 Supply and Demand 31	Summary 82
Market Participants 32 Goals 32 • Constraints 33 • Specialization and	World View: Public-Sector Spending 68
Harket Interactions 33	In the News:
Two Markets 34 • Dollars and Exchange 35 • Leading 36 Leading 36 Leading 36 • Determinants of Demand 38 •	Beverly Hills Outlaws Smoking in Restaurants 63 • Some Taxing Facts about Lotteries 75 • Rising Doubts about Government Waste 76 • A Sampling of 1988–1989 State Referendums 80
Paribus 39 • Shifts in Demand 39 • Movements Shifts 40 • Market Demand 40 • The Market	SECTION II: MICROECONOMICS 85
Demand Curve 41	PART A: PRODUCT MARKETS: BASIC THEORY 87
The Market Supply 43 • The Market Supply 44 • Shifts in Supply 45	Chapter 4 The Demand for Goods 89 Patterns of Consumption 89
and Shortage 46 • Changes in Equilibrium 49 Secuilibrium Pricing 50 Ceilings 50 • Price Floors 52	Determinants of Demand 90 The Sociopsychiatric Explanation 90 • The Economic Explanation 91

The Demand Curve 93

Utility Theory 93 • Price and Quantity 95

Price Elasticity 96

Computing Price Elasticity 97 • Price Elasticity and Total Revenue 99 • Determinants of Elasticity 101

Other Elasticities 103

Shifts vs. Movements 103 • Income Elasticity 103 • Cross-Price Elasticity 106

Choosing among Products 107

Marginal Utility vs. Price 108 • Utility Maximization 108 • Utility-Maximizing Rule 110

Policy Insights: Caveat Emptor 481

Are Wants Created? 113

Summary 114

World View:

Curbing Smoking 97 • Where the Pitch Is Loudest 112

In the News:

Men vs. Women: How They Spend 91 • Raising the D.C. Gas Tax: A Lesson in Elasticity 104 • CDs Displace LPs 107 • Miller Lite: An Advertising Success 113 • The New Coke: An Advertising Flop 113

Appendix: Indifference Curves 116 Constructing an Indifference Curve 117

An Indifference Map 118

Utility Maximization 119

The Budget Constraint 120 • Optimal Consumption 120 • Marginal Utility and Price: A Digression 121

Deriving the Demand Curve 122

The Demand Schedule and Curve 124

Chapter 5 The Costs of Production

125

The Production Function 125

Efficiency 127 • Short-Run Constraints 125 • Marginal Productivity 129 • Diminishing Returns 131

Resource Costs 131

Marginal Cost 132

Dollar Costs 133

Total Cost 134 • Average Costs 136 • Marginal Cost 139 • A Cost Summary 140

Economic vs. Accounting Costs 142

Economic Cost 143

Long-Run Costs 143

Long-Run Average Costs 144 • Long-Run Marginal Costs 145

Economies of Scale 145

Policy Insights: Productivity Improvements 148

Summary 149

World View:

Unit Labor Costs 136

In the News:

Some Firms Fight Ills of Bigness by Keeping Employee Units Small 147 • R&D Spending in 1988 149

Chapter 6 The Competitive Firm

153

The Profit Motive 153

Other Motivations 154

Economic vs. Accounting Profits 154

Economic Profits 156 • Entrepreneurship 158 • **Risk** 158

The Nature of Competition 159

Price Takers 159 • Market Demand Curves vs. Firm Demand Curves 160

The Production Decision 161

Output and Revenues 161 • Output and Costs 162

Profit-Maximizing Rule 164

Marginal Revenue = Price 164 • Marginal Cost 165 • Profit-Maximizing Rate of Output 166 • Adding up Profits 168

The Shutdown Decision 170

Price vs. AVC 171 • The Shutdown Point 172

The Investment Decision 172

Long-Run Costs 173

Determinants of Supply 173

Short-Run Determinants 174 • Supply Shifts 175

Policy Insights: Taxing Business 175

Property Taxes 176 • Payroll Taxes 177 • Profit Taxes 177

Summary 177

World View:

Volkswagen to Close Only U.S. Plant 172

In the News:

Are Money and Status Losing Their Allure? 155

Chapter 7 Competitive Markets 181 Firm vs. Market Supply 181

Entry and Exit 182 • Tendency toward Zero Profits 182 • Low Barriers to Entry 185 • Market Characteristics 185

Competition at Work: Microcomputers 186

Initial Conditions: The Apple I 187 • The Production Decision 187 • Profit Calculations 189 • The Lure of Profits 190 • Low Entry Barriers 190 • A Shift of Market

Supply 191 • Home Computers vs. Personal

Computers 194 • Price Competition in Home

Computers 195 • Further Supply Shifts 196 •

Shutdowns 197 • Exits 198 • The Personal Computer Market 198

Reflections on the Competitive Process 198

The Relentless Profit Squeeze 199 • The Social Value of Losses 201 • Competitive Efficiency 202

EXCOSE STATE OF THE HIS DESCRIPTION

Policy Insights: Competitive Market Efficiency 203

Summary 204

World View:

No Competition = No Soap in Russia 203

In the News:

Southern Farmers Hooked on New Cash Crop 184 •
Apple's Morning After: Lots of Competition 191 • IBM
To Halt PCjr Output Next Month 199 • U.S. PC Sales
Race Higher 200

Chapter 8 Monopoly

207

Market Power 208

The Downward-Sloping Demand Curve 208 •

Monopoly 209 • Price and Marginal Revenue 209 •

Profit Maximization 211

Market Power at Work: The Computer Market Revisited 212

The Production Decision 213 • The Monopoly Price 215 • Monopoly Profits 215 • Barriers to 217

A Comparative Perspective on Market Power 219

The Limits to Power 220 • Price Discrimination 221

Pros and Cons of Market Power 222

Research and Development 222 • Entrepreneurial Incentives 223 • Economies of Scale 224 • Contestable Markets 225

Falicy Insights: AT&T and IBM 226

Laws 226 • AT&T: Extending a Natural Monopoly 227 • IBM: Big Is Not Necessarily Bad 228

Summary 230

Marld View:

Soviets Pelt the West 218 • Contestable Markets 226

The News:

Tangressman Seeks Antitrust Probe of Nintendo

Tangressman Seeks Antitru

Chapter 9 Experience Competition

235

Decrees of Power 236

Structures 236 • Determinants of Market

Discopoly Behavior 238

Equilibrium 239 • The Battle for Market 239 • Retaliation 241

The Kinked Demand Curve 242

Reductions 243 • Price Increases 244 •

Sticky Prices 246

Chicopoly vs. Competition 248

Rigidity 248 • Price and Output 248 • Institute of the Price and Output 248 • Institut

Example 1 250

Periodent Production Decisions 251 • Product

Differentiation 252 • Inefficiency 253

Policy Insights: Nonprice Competition 254 Summary 256

World View:

OPEC Prices 251

In the News:

Marketing: Cold Cures Spread Like Flu as Companies Fight for Sales 242 • Ford Matches GM on Rate Cuts 244 • Texas Air Corp. Carriers Refuse to Boost Fares 245 • Who Can Be Loyal to a Trash Bag? 252 • The Cola Wars: It's Not All Taste 255

PART B: PRODUCT MARKETS: ISSUES

259

Chapter 10 Market Power and Antitrust

Business Organization 261

Business Types 261 • Market Power 263 •
Concentration Ratio 263 • Firm Size 265 •

Measurement Difficulties 267

Market Behavior 268

Price Fixing 268 • Price Leadership 270 • Allocation of Market Shares 271 • Patents 272 • Distribution Control 273 • Mergers and Acquisitions 275 • Government Regulation 276 • Nonprice Competition 276 • Other Barriers to Entry 277

Antitrust Guidelines 279

Industry Behavior 279 • Industry Structure 280 • Objections to Antitrust 281 • The Herfindahl–Hirshman Index 282

Summary 283

World View:

Market Power 266 • European Antitrust Agreement 281

In the News:

Wm. Wrigley Boosts Gum Prices in U.S. Except Orbit Brand 265 • Price Fixing Charged on Soft Drinks 270 • Car Buyers Caught in the Middle of GM's Battle with Discounters 274 • Business Journal to Buy, then Close, Business Review 275 • Designer Jeans: Product Differentiation Is Everything 277 • Topps Gum Strikes out on Baseball Card Game 280

Chapter 11 (De) Regulation of Business

285

Antitrust vs. Regulation 285

Sanctions vs. Rules 286 • Social vs. Economic Regulation 286 • Market Failure 286 • Government Failure 286

Natural Monopoly 288

Declining ATC 289 • Price Regulation 291 • Profit Regulation 292 • Output Regulation 293 • Second-Best Solutions 294

The Costs of Regulation 295

Administrative Costs 295 • Compliance Costs 295 • Efficiency Costs 295 • Balancing Benefits and Costs 296

Deregulation in Practice 296

Railroads 296 • Trucking 298 • Telephone Service 299 • Airlines 300

Deregulate Everything? 304 Summary 304

World View:

London's "Big Bang" 297 • Demise of Telephone Monopolies 300

In the News:

Prying open the Cable-TV Monopolies 290 • FCC Hopes New Regulations Will Cut Phone Rates—but Others Aren't So Sure 293 • The Milking of New York City 297

Chapter 12 Environmental Protection 307

The Environmental Threat 308

Air Pollution 308 • Water Pollution 310 • Solid-Waste Pollution 312

The Cost of Pollution 313

Assigning Prices 313 • Cleanup Possibilities 314

Market Incentives 314

The Production Decision 314 • The Efficiency Decision 316

Market Failure: Externalities 316

Externalities in Production 316 • Externalities in Consumption 318

Regulatory Options 320

Altering Market Incentives 320 • Bypassing the Market 323 • Central Planning 324 • Balancing Benefits and Costs 325 • Opportunity Costs 325 • The Optimal Rate of Pollution 326 • Who Will Pay? 326 • 1990 Clean Air Act Amendments 328

Summary 329

World View:

The Greenhouse Controversy 310 • Cleaning Up the West's Dirtiest Nation 319 • Darkness at Noon: As Shroud of Secrecy Lifts in East Europe, Smog Shroud Emerges 325

In the News:

Is Breathing Hazardous to Your Health? 309 • Dangerous Amounts of Lead in Drinking Water 311 • Los Angeles Legislation Requires Recycling, Trash Separation 324 • Breathing Easier: Clean-Air Will Cost Americans \$21.5 Billion a Year 327

Chapter 13 The Farm Problem 333

Destabilizing Forces 333

Competition in Agriculture 333 • Technological Advance 334 • Inelastic Demand 334 • Abrupt Shifts of Supply 335

The First Farm Depression, 1920–40 336 U.S. Farm Policy 339

Price Supports and Supply Restrictions 339 • Cost Subsidies 341 • Direct Income Support 342

The Second Farm Depression, 1980–86 343

The Cost Squeeze 344

Policy Options for the 1990s 345

Market Pricing 346 • Income Support 346

Summary 347

World View:

EC Farm Subsidies 342

In the News:

Milk Taxpayers Instead of Cows? 345

PART C: FACTOR MARKETS: BASIC THEORY

Chapter 14 The Labor Market Labor Supply 353

Income vs. Leisure 354 • A Backward Bend? 356

Market Supply 357

Elasticity of Labor Supply 357 • Institutional Constraints 358

Labor Demand 358

Derived Demand 359 • The Labor-Demand Curve 360 • Marginal Physical Product 360 • Marginal Revenue Product 361 • The Law of Diminishing Returns 361

The Hiring Decision 364

Firm vs. Market Demand 364 • Changes in Wage Rates 366 • Changes in Productivity 367

Market Equilibrium 367

Equilibrium Wage 367

Choosing among Inputs 368

Cost Efficiency 368 • Alternative Production Processes 370 • The Efficiency Decision 370

Policy Insights: Comparable Worth – A Challenge to Wage Theory 372

Unmeasured MRP 373 • Discrimination 374

Summary 375

World View:

In Moscow, 25,000 Apply for 630 Jobs at McDonald's 354

In the News:

MBA Grads Seek Challenge at Work, Not Just Big Bucks 356 • Merit Pay for Priests 361 • Where the Really Big Money Is 365 • Minimum Wage Goes Up 369 • Louisville's Two Coaches Priceless 373 • Typist = Driver 374

Chapter 15 Power in Labor Markets

379

351

353

The Labor Market 379

Competitive Equilibrium 380 • Local Labor Markets 380

Labor Unions 381

Types of Unions 381 • Union Objectives 381 • The Potential Use of Power 382 • The Marginal Wage 383 • Monopolistic Equilibrium 384 • Exclusion 385

The Extent of Union Power 386

Early Growth 386 • Union Power Today 386

Employer Power 389 Monopsony 389 • The Potential Use of Power 389 **Collective Bargaining 392** Possible Agreements 392 • The Pressure to Settle 393 • The Final Settlement 393 Falicy Insights: The Impact of Unions 395 Relative Wages 395 • Labor's Share of Total Income 396 • Prices 397 • Productivity 397 • Political Impact 397 Summary 398 Morld View: Miner Strikes in Siberia and Appalachia 394 The News: Auto Workers Won 382 • Free Agents in Sports: Threat to Monopsony 390 Chapter 16 Tent, Interest, and Profit 401 The Functional Distribution of Income 401 Remt 403 Price of Corn 403 • The Price of Land 404 • Rent 405 • Rent Control 407 Immerest 408 Loanable Funds Market 408 • The Rate of Return 409 • Present Discounted Value 409 Propriet 411 *** Risk 412 • Monopoly **Frantis** 412 Insights: Venture Capitalists 413 Summary 414 The News: Farm Incomes and Land Prices 405 • Giants' \$15 Million 406 • \$55 Million Lottery Worth Only Marketing Milestones of the Decade 413 DE FACTOR MARKETS: ISSUES 417 Taxes: 419 www. Efficiency Is "Income"? 420 income 420 • Wealth and Happiness 420 The Size Distribution of Income 421 The Lorenz Curve 422 The Federal Income Tax 424 ## 425 • Equity? 425 The 1986 Tax Reform Act 427 Broadening 427 • Rate Reductions 428 State, and Local Taxes 430 Property Taxes 430 • Payroll Taxes 431 Taxas and Inequality 432 - Proportional System 432 • The Impact of Thursders 432 What Is "Fair"? 432

The Costs of Greater Equality 433 • The Benefits of

Greater Equality 433 **Summary 435**World View:

Income Share of the Rich 423

In the News:

The President's Tax 429 • Cut the Capital Gains Tax? 434

Chapter 18 Work vs. Welfare 437 The Extent of Poverty 438

Cash vs. In-Kind Income 438 • Two Poverty Counts 440

Policy Options 440

More Work 441 • More Welfare 441

The Work-Welfare Dilemma 442

The AFDC Program 442 • The Work-Incentive Problem 442

Conflicting Welfare Goals 446

Incentives vs. Costs 446 • The Family Support Act of 1988 448 • Workfare 449 • EDfare 449

Summary 449

World View:

Soviety Poverty 439

In the News:

Breaking through the Welfare Myths 443 • Does Welfare Reduce Work? 446 • Older Workers: "It Still Doesn't Pay to Work" 448

Chapter 19 Financial Markets 451 The Role of Financial Markets 451

Resource Allocation 452 • Financial Intermediaries 452 • Risk Management 453

The Stock Market 453

Corporate Ownership 454 • Initial Public Offering 456 • The After Market 456 • Expectations 458 • The Value of Information 460 • Booms and Busts 461

The Bond Market 463

Bond Issuance 463 • Bond Trading 464 • Risk and Uncertainty 465 • Leveraged Buyouts and Junk Bonds 466 • Asset Leverage 467

Futures Markets 468

Price Discovery 469 • Risk Assumption 470 • Market Signaling 471

Policy Insights: Insider Trading 471

Inequity 472 • Inefficiency 473

Summary 473

World View:

Financing Columbus 454 • The Global Stock Market 455 • Euro Disney's IPO 457 • Soviet Shareholders May Get the Vote 458

In the News:

Origins of the New York Stock Exchange 462 • Biggest Buyouts of the 1980s 468 • Ivan Boesky's Last Deal 472

SECTION III	:	INTERNATIONAL
ECONOMICS	A	ND
COMPARATI	V	ESYSTEMS

475

Chapter 20 International Trade 477

U.S. Trade Patterns 478

Imports 478 • Exports 478 • Trade Balances 478

Motivation to Trade 480

Production and Consumption without Trade 481 • Production and Consumption with Trade 484

Pursuit of Comparative Advantage 486

Opportunity Costs 486 • Absolute Costs Don't Count 487

Terms of Trade 488

Limits to the Terms of Trade 488 • The Role of Markets and Prices 488

Protectionist Pressures 490

Microeconomic Pressures 490 • Additional Pressures 492

Barriers to Trade 494

Embargoes 495 • Tariffs 495 • Quotas 496 • Voluntary Restraint Agreements 499 • Nontariff Barriers 500 • Trading Blocs 500 • GATT 501

Policy Insights: Trade Adjustment 502

Worker Assistance 503 • Industry Subsidies 504 • 1988 Trade Act 504

Summary 505

World View:

Exports in Relation to GNP 480 • Partners in Trade 482 • Canada Rules Hyundai Dumped Cars, Imposes Stiff Provisional Import Duties 494 • "Beggar Thy Neighbor" Policies in the 1930s 497 • Sugar Quota a Sour Deal 500 • Japanese Cars: Voluntary Export Restraint 501 • Trade Talks Lead to Way to Lower Tariffs by 30% 502

In the News:

Whining over Wine 491 • A Litany of Losers 492 • Reallocating Labor: Comparative Advantage at Work 503

Chapter 21 International Finance

509

Exchange Rates: The Critical Link 509 Foreign-Exchange Markets 510

The Demand for Foreign Currency 510 • The Supply of Foreign Currency 511 • Balance of Payments 511 • Supply and Demand Curves 513

Market Dynamics 515

Depreciation and Appreciation 515 • Market Forces 516

Resistance to Exchange-Rate Changes 518

Micro Interests 518 • Macro Interests 519 • U.S. a Net Debtor 519

Policy Insights: Exchange-Rate Intervention 521

Fixed Exchange Rates 521 • Flexible Exchange Rates 525 • Managed Exchange Rates 526

Summary 527

World View:

Honda Raises Prices for Its cars, Citing Slide in U.S. Dollar 514 • Canadian Dollar's Rise Spurs Imports, Producing First Trade Deficit in 13 Years 518 • U.S. Solidified No. 1 Debtor Rank in '86 as Investment Gap More than Doubled 520 • Japan's Big Economic Debate 524

In the News:

Fed Intervention 527

Chapter 22 International Development

531

Third World Incomes 532

GNP per Capita 532 • Basic Human Needs 532 • GNP Growth 533

Barriers to Growth 534

Labor Resources 535 • Capital Resources 536 • The Debt Crisis 542 • Foreign Aid 543 • Technology 544 • Institutional Structure 544

Growth Strategies 545

Agriculture vs. Industry 545 • Balanced vs. Unbalanced Growth 546 • External vs. Domestic Markets 546 • More Aid 549

Summary 549

World View:

China to Levy Tax as Birth Check 535 • In Third World India, College Students Study Humanities, Not Skills 537 • Multinational Development Banks 540 • IMF Cuts Off Argentina from Financial Aid 541 • Senegal: A Subsistence Struggle 547

Chapter 23 The Collapse of Communism

553

The Promise 554

Marx's Vision 554 • The Socialist Transition 554

Central Planning 555

Production Possibilities 555 • Resource Allocation 557 • Input-Output Analysis 558 • Prices 558 • Income Distribution 561

Problems of Implementation 561

Complexity 561 • Incentives 562 • Shortages 564 • Involuntary Savings 566 • Nonconvertible Currency 567

The Collapse 568

Increasing Pressures 568 • Glaring Disparities 569

The Market Transition 571

Perestroika 571 • Price Reform 571 • Currency Reform 571 • Private Property 572

Goal Tradeoffs 572

The vs. Efficiency 572 • Security vs.

Linear Lainty 573 • Politics vs. Economics 574

Summary 575

Warld View:

Dramatic Farm Deficiencies 563 • Pork, Sugar Reimposed in Beijing 565 • Hungary Tells

R. It Wants Trade in Dollars 568 • The Soviet

Manual Striving to Rebuild

Glossary Index Endpapers

and the second of the second o

The first control of the first

579 583

Number and Median Income of Families and Persons, and Poverty Status, by Race, 1970–88 • Productivity and Related Data, Business Sector, 1947–89 • Corporate Profits with Inventory Valuation and Capital Consumption Adjustments, 1929–89 • Business Formation and Business Failures, 1945–89 • U.S. International Transactions, 1946–89