

topic 2

Economics helps us understand how the economy works and how people make choices under constraints. it's based on the idea that our behavior is predictable and that we systematically pursue objectives like getting the most satisfaction from a purchase or the highest profit from a sale.

Economies use theories to understand cause and effect relationships. A theory is a simplified framework that helps explain why certain phenomena occur.

An economic model is a simplified way to show how a part of the economy functions. models contain assumptions that establish relationships along economic variables - quantities or dollar amounts that can have more than 1 value, like price or the number of unemployed workers. models are abstract and don't try to capture any influence on behavior. their purpose is to use a simplification to more clearly reveal the basic forces or cause and effect. A key part of any model is the behavioral assumptions it makes. For example a model might assume that business owners want to maximize profits and that consumers want to get the most satisfaction from their purchases.

A key tool is marginal analysis, which is based on the idea that you can gain from an activity if the extra benefits outweigh the extra costs. this relates to rational behavior, which means that you actively pursue your self-interest for get the greatest

possible well-being from your resources. because of scarcity, you can only gain a benefit by giving up an alternative opportunity. when economists analyze an effect, they use the phrase *ceteris paribus* ('other things being equal') to acknowledge that all other factors must be controlled for.

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