

**THIS ISSUE***Important Dates**Congratulations 2022 Graduates**Faculty Spotlight**EC Alumni Advice and  
Congratulations***IMPORTANT DATES**

- MINIMUM TUITION AND FEE PAYMENT FOR SUMMER 2022 DUE 5/12/2022
- SUMMER ONE AND FULL SUMMER CLASSES BEGIN 5/16/2022
- MSU IS CLOSED 5/30/2022
- SUMMER ONE CLASSES END 6/30/2022
- MSU IS CLOSED 7/4/2022
- SUMMER TWO CLASSES BEGIN 7/5/2022
- SUMMER TWO AND FULL SUMMER SESSION CLASSES END 8/18/2022

**ADVISING****APPOINTMENTS**

If you have questions about enrollment, please schedule an Advising Appointment  
[student.msu.edu](http://student.msu.edu)

**THE 2022 UNDERGRADUATE ECONOMICS AWARD WINNERS:**

Gregory Marchal  
Mars Mason  
Anna McCliment

Josie Pelton  
Samantha Powers  
Michael St Jean

Tanner Thering  
Perry Truscon  
Providence Weatherwax

**OUR GRADUATING ECON SCHOLARS:**

Chris Declercq  
Alexander Fos  
Chloe Majzel  
Gregory Marchal  
Anna McCliment  
Dita Müller

Josie Pelton  
Justus Severns  
Michael St Jean  
Tanner Thering  
Providence Weatherwax

## FACULTY SPOTLIGHT: MICHAEL CONLIN

American Industrial Structure and Behavior (EC 460) involves two main areas - price discrimination and strategic behavior. As technological innovations have allowed firms to obtain more information on their customers, the ability of firms to price discriminate (i.e., charge different prices to different customers where the price differences do not reflect cost differences) has increased dramatically. EC 460 covers the most prevalent types of price discrimination and emphasizes how the internet has allowed more firms to implement these different types of price discrimination. To demonstrate the applicability to the "real world", these price discrimination models are applied to articles in the popular press and to case studies. The second half of EC 460 uses game theory to analyze strategic interaction among firms and within firm dynamics.

Numerous topics are analyzed using game theory including firm collusion, entry deterrence, bargaining, auctions, adverse selection, moral hazard, signaling and voluntary disclosure. Similar to price discrimination, popular press articles and case studies are used to demonstrate the usefulness of game theory when considering these topics.

One reason I enjoy teaching EC 460 is that much of my research involves the topics covered in the course. For example, my recent research focuses on grocery shopping behavior and how pricing affects consumers' purchase decisions. The questions I am currently addressing using the grocery store data include: Does a consumer's price sensitivity differ based on whether the consumer shops in-store or on-line? How do consumers respond to price discrimination strategies like offering coupons, a price discount for shopping club members and "buy one get the second for 50% off"? I address these questions empirically by analyzing billions of item level grocery store purchases. Economists are not the only ones using "Big Data" to inform our understanding of how individual make purchase decisions.

With this in mind, some of my current research uses insights provided by psychologists and other social scientists on how choice sets influence consumer decisions.

While I missed teaching in-person and did not like how remote teaching constrained my interactions with students, the pandemic did facilitate some research projects. My most recent paper considers how well cell phone location information proxies for the degree of social interaction by comparing the number of cell phones identified at specific grocery store with the number of transactions in that store on a daily basis. A paper I am currently working on looks at how grocery shopping behavior (i.e., on-line versus in-store; time/day of week shopping trips occurred; items bought like toilet paper, vitamins, Clorox wipes, junk food, ...) was affected by the pandemic and whether this behavior evolved over the pandemic. While these have been interesting research projects, I enjoyed getting back into the classroom this semester and look forward to things returning to normal.

## EC ALUMNI ADVICE AND CONGRATULATIONS

Congratulations on this huge graduation milestone! The experiences and lessons you've learned at MSU, both in and outside of the classroom, will pay dividends throughout your career. The whole Spartan community is so incredibly proud of your achievement, and we can't wait to see what you accomplish next.

My three biggest pieces of advice as you start your professional career are: 1. Seek out mentors whom you admire, and invest in those relationships. 2. Never bring a problem to the table without proposing a solution. 3. Goals are your north star. Write them down, communicate them, and advocate for them.

~Lauren Bretz, Class of 2015

Congratulations to all of you for putting so much time and effort into preparing for your future and learning about the world around you! Your journey is just beginning--you all have the potential to do great things!!

One thing I had to learn for myself coming out of college is that in the professional world, 90% isn't good enough. You're not looking to get an A or 4.0 grade on an assignment, everything should be as close to 100% as possible, especially anything that will be sent out to a client or external audience. The quicker you're able to adopt this mindset the better!

~Tyler Kramer, Class of 2020

Congratulations Econ graduates! I wish you all the best of luck as you enter a very exciting new phase of your lives!

~Jack Weyhrich, Class of 2018