Our College of Business is Among the Top 5% Worldwide

AACSB accreditation means that our College of Business has met a rigorous set of standards. The faculty, students, programs, and research have been closely examined and judged to be of an exceptionally high caliber. AACSB accreditation means that our College of Business has proven to be among the best in business education anywhere in the world. This quality is recognized around the globe by top employers, other universities, and recruiters. Graduates from AACSB-accredited schools are recognized and generally receive higher, more competitive salaries.

Program Description

The Economics program at the University of New Haven gives you a solid understanding of the principles of economics and of the decision-making that is an inherent part of this discipline and everyday life. Although the overriding goal in economics is to improve people’s quality of life, economic goods and services are limited, so decisions must be made about where these resources are directed. Thus, economics always entails a trade-off because the choice to send goods and services in one direction inevitably pulls them away from another.

Are the economic choices people make — in their personal lives, in business, and in government — the best ones? It depends on whom you ask.

Our program gives you a balanced curriculum of liberal arts, general business, and industry management skills because each area has its own perspective. While you’re developing an appreciation for these perspectives, you’ll also learn the powerful analytical and technical skills economists are famous for.

And because nothing replaces firsthand experience, we reinforce your classroom learning through a wealth of experiential learning and professional enrichment opportunities.

By the time you graduate, you’ll be qualified to travel a career path in business, communications, policy, data management, international studies, and law, among many others. In fact, there’s almost no field where a degree in economics doesn’t give you an edge.

We offer three concentrations:

General Economics. Gives you a more overall view and lets you choose a mix of courses from the other two concentrations.

Behavioral Economics. You’ll focus more specifically, with courses in Game Theory, Behavioral Economics, and Decision Making & Uncertainty.


Sample Courses

BEHAVIORAL AND EXPERIMENTAL:
- ECON 3310 Game Theory
- ECON 3313 Behavioral Economics
- ECON 4459 Sports Economics

APPLIED:
- ECON 4425 Decision-Making & Uncertainty
- ECON 4450 Special Topics
  - Business Forecasting
  - Economic Modeling
**Experiential Education**

Because experience-based learning is a hallmark of the University of New Haven, the opportunities for students to discover an interest in a field and gain experience in it are numerous and varied. Experiential learning opportunities for our students include study abroad, faculty-mentored research, academic service-learning, and internships as well as other activities.

**Studying abroad.** Many of our students study abroad at the University’s breathtaking satellite campus in Tuscany, Italy. Those looking for a more short-term experience can participate in one of our two-week, faculty-led programs and earn six credits in the process.

**The New Haven Economic Performance Laboratory** is a research center and teaching space affiliated with the our Department of Economics, and it is here that you will engage in hands-on training and in acquiring relevant and useful economic skills. This is where you will **intern** as a senior, examining, testing, deploying, and explaining socioeconomic conditions and performance indicators, with an assist from the Lab’s reliable information on the state of the economy. Although you will work under the close supervision of faculty members, you will be responsible for your own interpretations and analyses. Also, the Capstone sequence in your senior year has its culmination in the Laboratory, as it is here that you will publish the work you do in your two Capstone courses — data preparation, location analysis, shift-share applications, and forecasting in the first course, and predictive analytics and advanced forecasting using popular data mining packages, in the second course.

**Service learning** is also a big part of the Lab’s mission, with seniors lending economic consulting assistance to the local community. For example, a local business needed a “siting model,” which entailed finding an economically sound site for a retail office.

**DID YOU KNOW?**

- **76% of employers** indicate that their primary purpose for sponsoring interns is to recruit entry-level talent.
- **83% of employers** report higher retention rates for those new hires with internship experience versus those with no experience.

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**Faculty Highlights**

**Brian Marks, J.D., Ph.D.**
**Practitioner-in-Residence**

“I bring experience in several fields to the classroom. In addition to being an academically trained political economist and attorney, I’m an entrepreneur and practitioner with significant commercial and governmental experience. I’m also a collegiate and high school sports official. This diverse background helps me create a classroom environment that nurtures active learning by combining subject-matter content and economics with a multitude of styles, technologies, and other disciplines, seen through the lens of current events. A sprinkle of laughter helps, too! Today’s highly interconnected and information-intense global community makes it essential for students to develop skills of collaboration and cooperation as well as self-confidence, self-advocacy, and critical thinking. So, I strive to instill these political-economic skills through engaged academic coursework and co-curricular activities, while referencing my own global experiences. I also demonstrate that applied microeconomics and game theory are inextricably intertwined with all business disciplines, the arts, and engineering. My ultimate objective? Ensuring my students are future-ready and find their passion!”

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**Esin Cakan, Ph.D.**
**Associate Professor**

“I have a passion for understanding how society works through economics and researching the various relationships within that society. Specifically, I’m interested in herding behavior and the effect of macroeconomic news on emerging market economies, stock markets, and exchange rates. I carry my fascination with behavioral economics — which tries to explain human behavior and its impact on decision-making — into the classroom, teaching my students how to make rational choices in a free market economy. One experiential learning method I use is auction games in which students play the roles of buyers and sellers who trade with each other to reach the price of a good in the market. I also assign the FED Game, where students learn how monetary policy works by changing interest rates to reach the goal of low unemployment and high economic growth. Mentoring is an important part of what I do, as well, especially when I am working closely with students writing their senior thesis.”

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**Economics**
Alumni Profiles

Howard McGruder
Associate, Mindshare
B.A. Economics, ’16

“My job hunt was over three months after graduation! I’m now an Associate at Mindshare, a GroupM company — the largest digital media marketing company in the world. I’ll be working in Paid Search doing data analysis on key words for client searches and demographics. I would not be here without the faculty in the Economics department. The work we did for the Economic Laboratory was critical to my getting this position. They loved it! I interviewed with three teams at GroupM and had 9 interviews. Each interview went over the time allotted as we talked about my work on the Lab report and other things. All three teams made an offer. I chose Mindshare and Paid Search because it is like the work we did in and out of classes. That work set me up for this position beautifully. My advice to the faculty? Keep up the pressure on your students. Push them with R, data analysis, Excel, Tableau, econometrics, and side projects, and really push seniors to do more work for the Lab. The payoff is huge!”

Alice Aleksandrovich
Senior Financial Analyst, Viacom
M.S. Finance
Georgetown University
B.A. Economics, English Literature
University of New Haven, ’14

“The University of New Haven’s economics program helped me understand what drives our increasingly complex world. There’s great diversity of opinion and subject expertise among the professors, which gave me a truly multi-faceted perspective on the real-world implications of economic principles. Thanks to the unique training I received, I use what I learned during my undergraduate studies every day. My favorite part of the program was learning concepts that provided the foundation to explain current events. Economic principles are applicable to almost every field and discipline. Having a strong framework allows you to make meaningful contributions to your career, relationships, and growth as an individual. The University’s environment is extremely conducive to learning. Professors are approachable, accessible, and incredibly engaged, and the opportunities for undergraduate research — which the University excels in providing — allowed me to deep dive into meaningful topics and shape informed opinions. They were not-to-be-missed lessons on the importance of critical thinking.”

Skills Development

The powerful analytical skills that are the trademark of economics majors can open a lot of doors — lucrative ones — when it’s time to search for full-time employment. At the University of New Haven, our students start acquiring those skills early on — not just in the classroom but outside of it as well. The Economics Collective, an entirely student-run social network, is one such extracurricular activity — a kind of analysis training camp. The Collective immerses students in a lively online community comprising other students, faculty, alumni, and business leaders, where the order of the day is always thoughtful analysis of the latest economic news, a stimulating exchange of ideas and blog posts, and, of course, networking with alumni of the College. First-year students to seniors all have a say and are expected to post on a regular basis. The Collective is more than fun, though — it’s actually an investment in landing a great job. A student’s activity on the Collective leaves a visible record of his or her performance at the University. Faculty members, when writing letters of recommendation for jobs or graduate school, can include a link to the student’s posts on the Collective, which gives employers insight into the character of their potential hire.

The analytical skills acquired in your courses and practiced on the Economics Collective and in other activities, such as the New Haven Economic Performance Laboratory, all build up to a major challenge in senior year — one that puts our undergraduate program in a class by itself. It’s the senior thesis. Working in intense collaboration with a faculty member, you will not only write a thesis but will also defend it before faculty members and other interested parties. Whether you plan on entering the job market immediately after graduation or continuing on to graduate school, this experience will give you an edge that very few of your peers will have.
Why Choose Economics?

1. **Economics prepares you for a career, not just a job.** Students with skills in analysis and research and who possess an aptitude for writing are in high demand by employers. Our economics program trains you in these skills as it helps you understand business, government, politics, markets, and the global economy.

2. **Economics is also highly regarded by graduate schools.** The critical thinking skills and powers of analysis you acquire will work to your advantage if you pursue graduate study in law, business, public policy, or social science.

3. **Economics works well as a double major or minor.** Students from all programs can also complete a major or minor in economics, adding a valuable dimension to their studies without taking a large number of prerequisites.

4. **Economics is both a liberal art and a business discipline.** You’ll have a broader perspective and a deeper understanding of how the world works, with all of its competing interests.

5. **It’s a good choice for the undecided.** As an economics major, you’re qualified for a wide range of opportunities. It’s also not one of those majors that requires graduate study to be employed in the field. Upon graduation, you can interview for a large number of jobs that call for economics majors and “any business major.” If graduate school beckons, you will find your degree is well-respected by graduate admissions committees.

6. **Economics is fun.** Not ha-ha fun, but the kind that comes from being able to solve problems that puzzle and mystify everyone else.

About Us

The University of New Haven, founded in 1920 on the campus of Yale University in cooperation with Northeastern University, is a private, coeducational university situated on the coast of southern New England. It’s a diverse and vibrant community of more than 6,800 students, the majority of whom reside in University housing, with campuses around the country and around the world.

Within its five colleges – College of Arts and Sciences, College of Business, Henry C. Lee College of Criminal Justice and Forensic Sciences, Lyme Academy College of Fine Arts, and Tagliatela College of Engineering – the University offers more than 100 academic programs, all grounded in a long-standing commitment to collaborative, interdisciplinary, project-based learning. Students immerse themselves in a transformative, career-focused education across the liberal arts and sciences, fine arts, business, engineering, public safety, and public service.

The University moved to its current West Haven campus in 1960 and opened its Orange Campus in January 2014. The University operates a satellite campus in Tuscany, Italy, and offers programs at several locations throughout Connecticut and in San Francisco and New Mexico. Students have access to hundreds of study abroad programs worldwide. The University competes in 17 varsity sports in the NCAA Division II’s highly competitive Northeast-10 Conference.

**FOR MORE INFORMATION:**
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