



University of New Hampshire
Peter T. Paul College of Business and Economics

Macroeconomic Consulting

ECON 871 and ECON 720

Spring 2025: Term 3

Department of Economics

(January 21-March 14th; TTH 2:10-4:00;

Paul 205)

Instructor: Michael D. Goldberg
Office: Paul College, 370F

Office Hours: TTH, 11-12 noon
Email: michael.goldberg@unh.edu

1. Course Overview

Students in this class learn how to assess the condition of a macroeconomy over the short run and long run. Emphasis is given to the construction and interpretation of the data and indicators that macroeconomists use in assessing macroeconomies. The macroeconomy's behavior is interconnected with that of financial markets. The course thus examines the role and functioning of financial markets in the macroeconomy.

The course starts with a tour of an economy's four key sectors: the household, business, government, and international sectors. It uses data at each step to give students a concrete understanding of each sector's makeup. Particular attention is given to the construction of data produced by the National Income and Product Accounts (NIPA), Bureau of Labor Statistics (BLS), and the Federal Reserve System (FRS).

The course then turns to a study of the important indicators that macroeconomists use to assess the economy's unfolding condition. Emphasis is given to the indicators that move financial markets. The class will rely heavily on the Bloomberg Terminal and its incredible functionality. Students will also complete the Bloomberg Market Concepts course and earn Bloomberg certification in the process.

Macroeconomic theory is used, but only to interpret the data and indicators in understanding the short-run and long-run trends in economic activity. Students write economic analyst reports on the U.S. economy and key macroeconomic announcements.

The second part of the class considers how business decisions are impacted by short-run and long-run macroeconomic developments. Harvard case studies are used to examine a range of business decisions, including pricing, investment, and human resource decisions.

The course helps prepare students to pursue careers as a business macroeconomist, business or economic consultant, macroeconomic analyst, financial analyst, or data analyst.

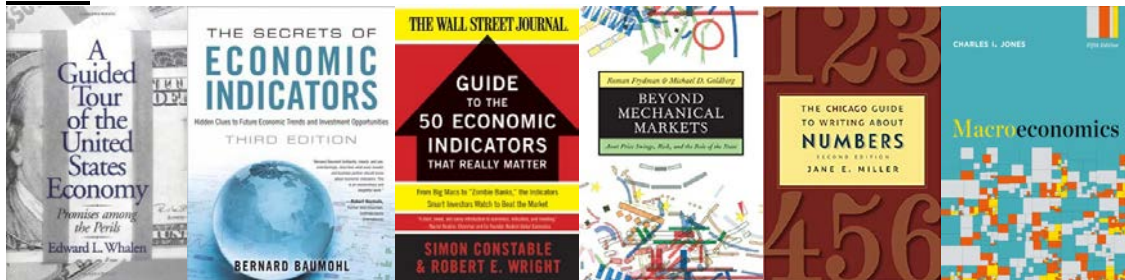
2. Learning Objectives

Students' main goal is to characterize, assess, and write about the U.S. macroeconomy using a sophisticated understanding of macroeconomic data and indicators. By the end of this class, students will be able to:

- Define and interpret data from NIPA, BLS, FRS and other sources.
- Write about and characterize the U.S. macroeconomy and its key sectors using data and macroeconomic theory.
- Identify and use a range of indicators to assess the unfolding condition of a macroeconomy and its key sectors.
- Explain the important role of financial markets and use this understanding in characterizing and assessing a macroeconomy's condition.
- Identify and characterize how macroeconomic developments impact business decision making.

3. Reading Materials

Books



Baumohl, Bernard (2013), *The Secrets of Economic Indicators: Hidden Clues to Future Economic Trends and Investment Opportunities*, 3rd Edition, Upper Saddle River, NJ: Pearson Education, Inc., FT press. (SEI)

Constable, Simon and Robert E. Wright (2011), *Guide To The 50 Economic Indicators That Really Matter*, New York, NY: Harper-Collins Publishers. (GEI)

Frydman, Roman and Michael D. Goldberg (2011), *Beyond Mechanical Markets: Asset Price Swings, Risk, and the Role of the State*, Princeton, NJ: Princeton University Press. (BMM)

Jones, Charles, (2020), *Macroeconomics*, 5th edition, W.W. Norton and Company: New York, NY. (ME)

Whalen, Edward L. (2002), *A Guided Tour of the United States Economy: Promises Among the Perils*, Westport Connecticut: Quorum Books. (GTE)

Miller, Jane E. (2004), *The Chicago Guide to Writing About Numbers*, Chicago, Ill: The University of Chicago Press. (CGW)

Harvard Business Publishing (HBP) Cases and Articles

- Casadesus-Masanell, Ramon and Namrata Arora (2017), “Jumia Nigeria: from Retail to Marketplace” (JN)
- Contractor, Farok (2017), “Molto Delizioso: Pricing and Profits Following Brexit Devaluation” (MD)
- Frick, Walter (2019), “How To Survive a Recession and Thrive Afterwards” (HSR)
- Kieran James Walsh with Anthony Roberts (2019), “Identifying the Next High-Growth Economies” (NGE)
- Sucher, Sandra J. and Susan Winterberg (2014), “Honeywell and the Great Recession (A and B)” (HGR)

4. Assignments, Exams, and Grading

Data Assignments

These assignments are aimed at identifying, understanding, interpreting, and analyzing data from NIPA, BLS, FRS and other sources. You will be asked to visit publicly available online databases, download data, prepare tables and charts, and answer questions about the data. Some assignments entail problems that explore the construction of data.

Analyst Reports

The objective of these assignments is to write about and characterize the unfolding U.S. macroeconomy and its key sectors using data and macroeconomic theory. Reports will include an appendix that defines the key concepts and data used, including the organizations responsible for producing the data. The major sectors/spheres covered in this class are:

- a. Labor Markets and Employment
- b. Goods Markets and Inflation
- c. Household Sector and Consumption
- d. Business Sector and Investment
- e. Government Sector
- f. International Sector
- g. Financial Markets

Bloomberg Market Concepts (BMC)

Bloomberg Professional Services provides asynchronous, online courses aimed at introducing students to economic indicators and financial markets. Students will complete BMC’s “Core Concepts,” which entails four modules – Economic Indicators, Currencies, Fixed Income, and Equities. The modules are woven together from Bloomberg data, news, analytics and television. To access the modules for our class, google “Bloomberg Market Concepts” and use the course key code below to register for the class modules.

Class Details

[Edit Class](#)[Sponsor Web Access](#)

Macroeconomic Consulting - Spring 2021

Creation Date: March 22, 2021

Learners: 0

Deadline: May 21, 2021

Class Code: LRTMSYJZ7P

You have no Learners.

Please distribute Class Code **LRTMSYJZ7P** to your class to begin monitoring Learner progress and scores.

Each BMC module will be worth 100 points. You will receive 50 points just for completing the model. You will then earn 50% of your final score on the module. For example, if you complete the Economic Indicators module and score 80% you would earn $50 + .5 \times 80 = 90$ points, or 90% on the assignment.

HBP Case Studies and Articles

These assignments focus on identifying and writing about how macroeconomic developments impact business decision making. You will need to register for the HBP course pack that will be available for this class. Details will follow in the next few weeks.

Class Quizzes

Students will be given a short 5-10-minute quiz in nearly every class. Quizzes will cover material from assigned readings and in lectures.

Exam

There will be one midterm exam focusing on NIPA and data construction.

<u>Grading</u>	<u>% of Grade</u>
Data Assignments	25
Analyst Reports	25
Class Quizzes	10
Exam	20
Harvard Case Writeups	20

5. Course Structure

The course will use MyCourses as its learning management tool. The coursework and all assignments are organized into weekly modules. Just click on the “Modules” tab on Canvas’s navigation bar. Each module has seven components:

- a) Overview of assignments
- b) Readings
- c) Assignments

Here is Week 1's Module:

☰ ▾ Week 1_Introduction and the U.S. labor Market 1	✓ + ☰
☰ 📄 Week 1 Overview of Assignments	✓ ☰
☰ 📄 Week 1 Readings Mar 25	✓ ☰
☰ 📄 Week 1 Assignments	✓ ☰

6. Outline of Topics and Readings

Week 1

Class introduction
Labor Markets and Employment 1

CGW Chapters 1,2
BMC Economic Indicators
SEI Chapters 1,2,3 (pp. 25-51)

Week 2

Labor Markets and Employment 2
Goods Markets and Inflation 1

BMC Bond Markets
SEI Chapter 3 (pp. 245-294)

Week 3

Goods Markets and Inflation 2

ME Chapter 8

Week 4

National Income and Product Accounts (NIPA) 1

GTE Chapters 1,2,3
BMC FX Markets

Week 5

NIPA 2

GTE Chapters 6,7,8,9,10

Week 6

Financial Markets

BMM Intro and Chapters 1-2

BMC Equity Markets

*****Exam, April 30th, Friday, 2-5 pm*****

Week 7

Macroeconomics and Business Decision Making 1

HGR

HSR

NGE

Week 8

Macroeconomics and Business Decision Making 2

MD

JN

7. Instructor Bio



Michael D. Goldberg is a Professor of Economics at the University of New Hampshire, where he has taught undergraduate and graduate students since 1991. He was a senior research associate at the Institute for New Economic Thinking (INET) during 2011-2015 and held visiting research and teaching positions at Baruch College, New York University, Central European University (Prague, Czech Republic), Institute for Advanced Studies (Vienna, Austria), and University of Copenhagen (Denmark). Mike has written extensively in the fields of International Finance and Macroeconomics. His columns on asset price fluctuations and policy reform have been published by leading newspapers in more than 50 countries, including the *Financial Times*, *Times of London*, *The Guardian*, *Die Welt*, *The Shanghai Daily*, *The Japan Times*, and *La Tribune*. His bestselling books, *Imperfect Knowledge Economics: Exchange Rates and Risk* (Princeton University Press, 2007) and *Beyond Mechanical Markets: Asset Price Swings, Risk, and the Role*

of the State (Princeton University Press, 2011), both co-authored with Roman Frydman, propose an approach to macroeconomics and finance that is “deeply original” (Edmund S. Phelps, Nobel Laureate in Economics) and “opens new doors” (Kenneth J. Arrow, Nobel Laureate in Economics). *Beyond Mechanical Markets* was a finalist for the 2011 TIAA-CREF Paul A. Samuelson Award. The book was also one of the *Financial Times* non-fiction favorites of 2011, commended by its chief economics commentator, Martin Wolf. James Pressley of *Bloomberg News* also selected it as a top business book of 2011. *Beyond Mechanical Markets* has been translated into Chinese, Italian, Polish, French, and German. *Imperfect Knowledge Economics* has been translated into Chinese and Polish.