

# Teaching as a Graduate Student – How I Survive, Enjoy, and Proceed

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Na Zuo, Assistant Professor of Practice  
Department of Agricultural and Resource Economic  
University of Arizona

University of Kentucky Graduate, August 2017



# The Teaching Me: University of Kentucky

Course	Role	Semester
AEC 445G <i>Introduction to Natural Resource and Environmental Economics</i>	Teaching Assistant	Fall 2013
AEC 300 <i>Applied Agricultural Economics with Excel</i> (1 credit)	Instructor	Spring 2014
AEC 300 <i>Introduction to Resource and Environmental Economics</i>	Instructor	Spring 2015
AEC 422 <i>Agribusiness Management</i>	Teaching Assistant	Spring 2017
AEC 303 <i>Microeconomic Concepts in Agricultural Economics</i>	Teaching Assistant	Spring 2017

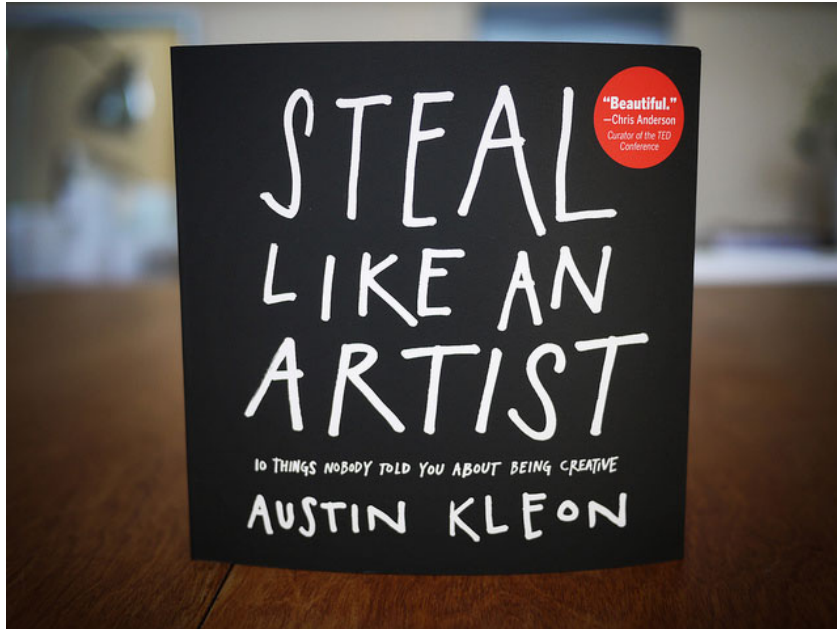
# The Teaching Me: Eastern Kentucky University

Course	Semester
AGR 310 <i>Principles of Agribusiness Management</i>	Fall 2015
AGR 440 <i>Agricultural Finance</i>	Fall 2015
AGR 409 <i>Agriculture Business Records &amp; Analysis</i>	Fall 2015
AGR 308 <i>Agricultural Economics</i>	Spring 2016
AGR 350 <i>Agricultural Marketing</i>	Spring 2016
AGR 306 <i>Global Food Supply</i>	Spring 2016
AGR 210 <i>Agricultural Measurements</i> (2 credits)	Spring 2016
Independent Study – <i>Value of Migrant Workers on farms in Georgia</i>	Spring 2016
Independent Study – <i>A Financial Plan for a Hydroponic Farm</i>	Spring 2016
Independent Study – <i>A Marketing Plan for a Hydroponic Farm</i>	Spring 2016
Alltech Innovation Competition (extracurricular activity)	Spring 2016





# The Surviving Strategy



Surviving Tactics

Caring

Organizing

Communicating

Read the news!

# Surviving Tactics – Caring

*Show that I care:*

- “How is everyone today?”
- “I am here to help.”
- FYIs



# Surviving Tactics – Organizing

*Set up the expectations:*

- Syllabus
- Quiz 0
- Practice exams
- “Daily” announcement



Blackboard





# Surviving Tactics – Organizing



## Market: Demand and Supply

### Key Concepts

#### Market

Demand, Total benefit (TB), Marginal benefit (MB), Consumer Surplus (CS)  
Supply, Total cost (TC), Marginal cost (MC), Producer Surplus (PS)

### Market

A market refers to buying and selling some good (product or service) at some particular place and time.

To Economists, market is a way to create value through the voluntary exchange of goods and services regulated by competition.

Why market is powerful or a good thing?

- 
- 

### Demand

Demand reflects a relationship among three things related to buyers in a market. What are they?

- 
- 
- 

Let's define some terms related to the benefits that consumers receive from consuming a good.

What does the term total benefits mean?

What does the term marginal benefit mean, and how is it different from total benefit?

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### Key Concepts

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### Market

A market refers to buying and selling some good (product or service) at some particular place and time.

To Economists, market is a way to create value through the voluntary exchange of goods and services regulated by competition.

→ Why market is powerful or a good thing?

- motivates competition
- creates value, allocates resources
- price signal
- communicates the scarcity

### Demand

Demand reflects a relationship among three things related to buyers in a market. What are they?

- A price (P) of the good.
- A quantity (Q)
- The value (benefit) the buyer receives from consuming.

Let's define some terms related to the benefits that consumers receive from consuming a good.

What does the term total benefits mean?

Δ all benefits the consumers receive from consuming any quantity of the good

Δ Total benefit ↑ < quantity ↑

What does the term marginal benefit mean, and how is it different from total benefit?

Δ The additional benefit that consumer receives from buying one more unit of a good.

Δ MB ↓ < quantity ↑

# Surviving Tactics – Organizing

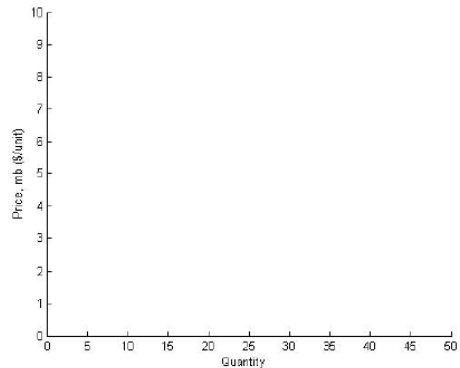
Next, let's look at a specific, mathematical example to further develop our concept of demand. Let's consider weekly demand for gasoline by a household.

Suppose that the marginal benefits that the Wilson family receives from using gasoline is expressed as  $mb = 8 - 0.2q$ , where  $mb$  is marginal benefit expressed in dollars and  $q$  is quantity demanded in gallons per week.

How much marginal benefit do the Wilsons receive from the 1st gallon of gasoline in a week. From the 2nd, 5th, 10th? Fill in the table below.

	1st gallon	2nd gallon	5th gallon	10th gallon
Marginal benefit				

In the blank figure, draw the line representing the Wilson's marginal benefit equation.



Suppose that the Wilsons consume 10 gallons of gasoline in a week. What is their total benefit from that much gasoline? On the figure, mark the area representing the total benefit of 10 gallons.

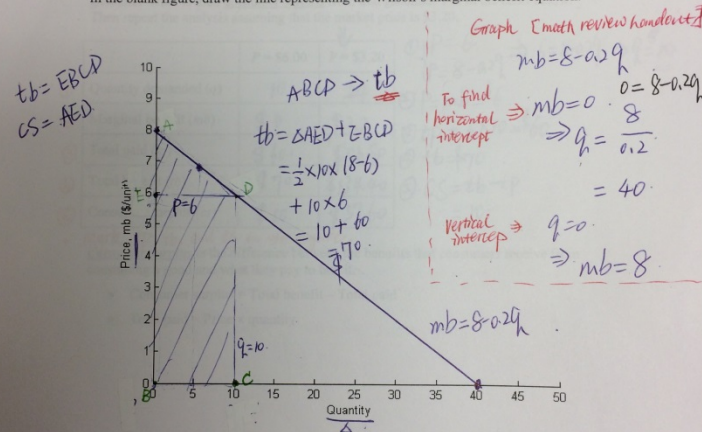
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	1st gallon	2nd gallon	5th gallon	10th gallon
Marginal benefit	\$7.8	\$7.6	\$7.0	\$6.0

In the blank figure, draw the line representing the Wilson's marginal benefit equation.



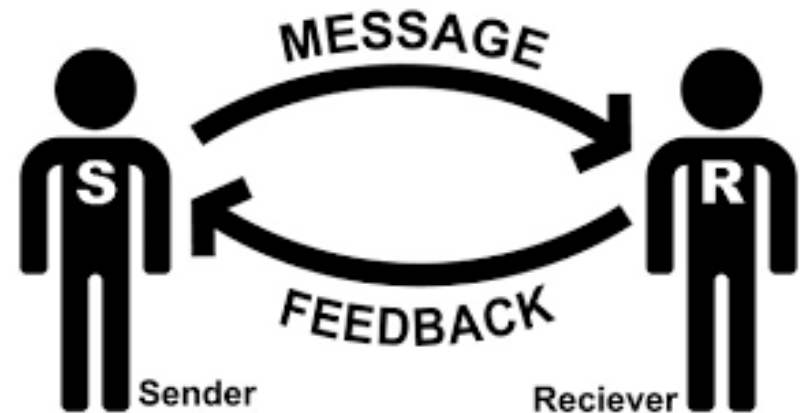
Suppose that the Wilsons consume 10 gallons of gasoline in a week. What is their total benefit from that much gasoline? On the figure, mark the area representing the total benefit of 10 gallons.

Total benefit is the area under the marginal benefit curve, from 0 to the quantity consumed.

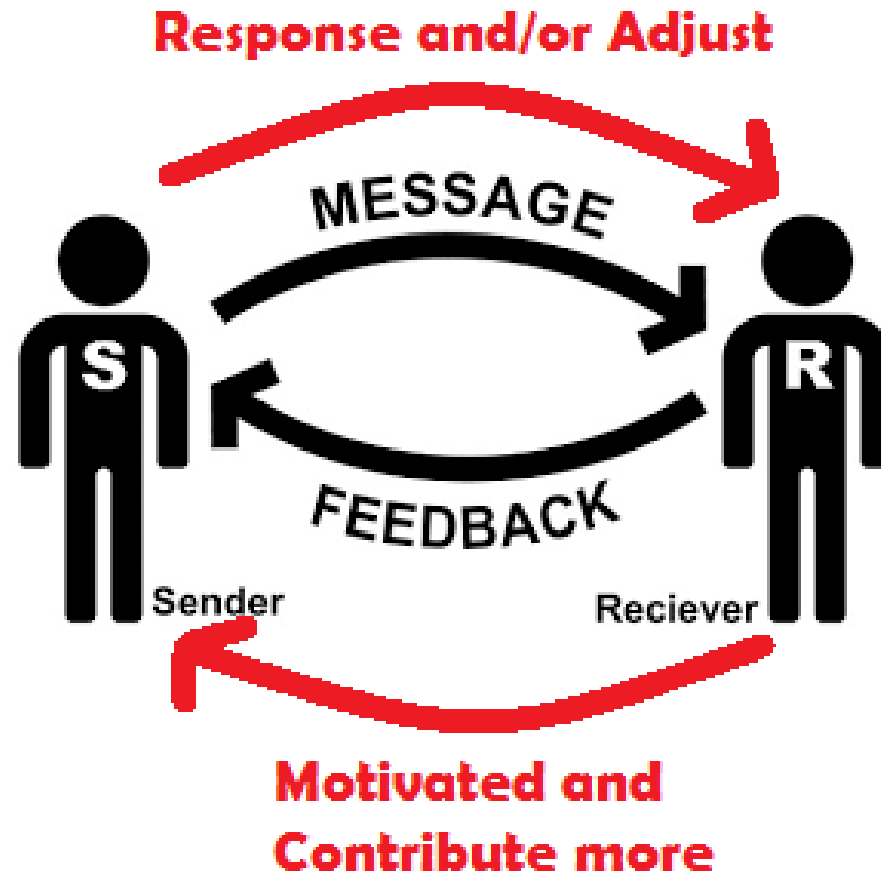
# Surviving Tactics – Communicating

*Cultivating a two-way communication environment:*

- Formal
  - Background survey
  - Midterm feedback survey
  - Feedback questions on Finals
- Informal
  - Personal touch
  - Pause for question
  - Open door policy



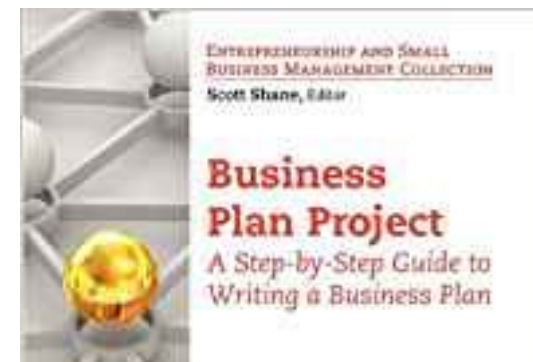
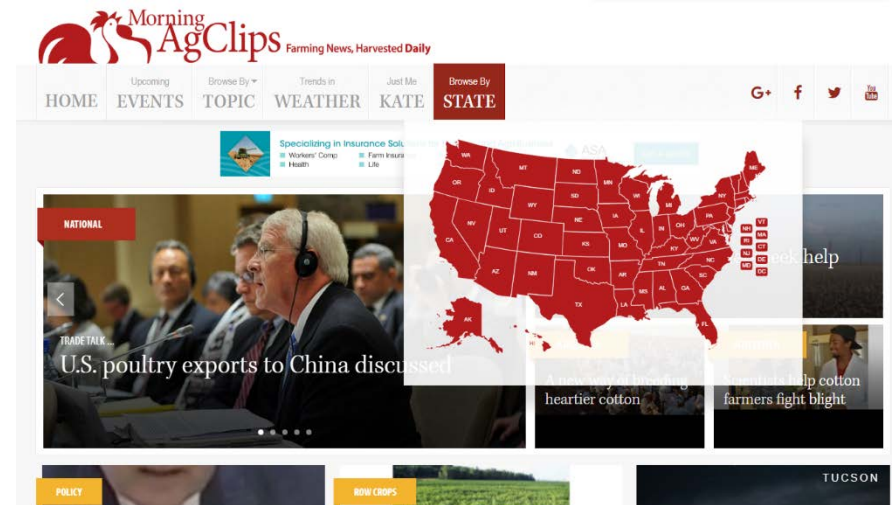
# Surviving Tactics – Communicating



# Surviving Tactics – Read the News!

*Ground the teaching in the real world:*

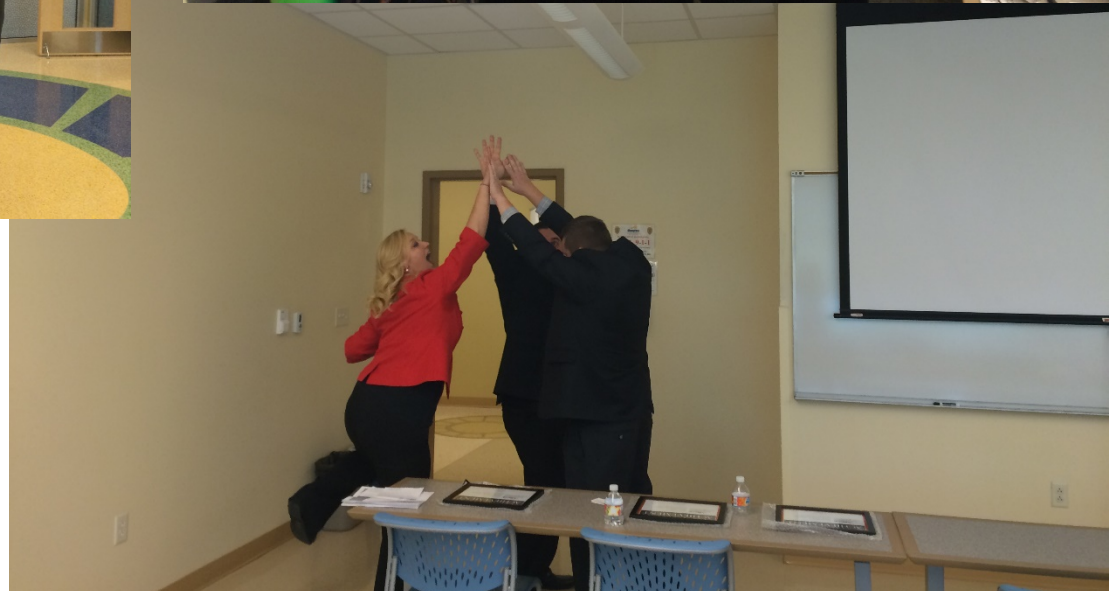
- Read the news
- Excel/Quickbook labs
- Business plan project
- Commodity project
- Country project



*Stay relevant, Stay apply*



# Enjoy





Enjoy



# Enjoy

*Teaching in the perspective of building relationships*



*Students do pick up on  
my attitude and effort.*

# Proceed

- Managing a larger classroom?
- Holding-hands and challenging?
- Personal and professional?
- Scholarly teaching
- Teaching as a graduate student - “It takes a department!”





# My Sincere Gratitude Goes to

- Dr. Jack Schieffer
- Dr. Leigh Maynard, Dr. Michael Reed, Dr. Carl Dillon, and Dr. Roger Brown
- Dr. Tim Woods and Dr. Kenneth Burdine
- Dr. Steve Isaacs and Dr. Tyler Mark
- Jerrod Penn

And all UK AEC family!



# THANK YOU

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Na Zuo

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# My Teaching Experience: from Slides to Handout + Projector

What things do you like most about the teaching in this course?

I like the packets that you give out  
they are VERY helpful and please continue  
to use them.

What things do you like most about the teaching in this course?

Great teacher, enjoy the daily handouts.

What things do you like most about the teaching in this course?

I like when you go over graphs on the projector.

What things do you like most about the teaching in this course?

I like the notes Packet. makes it easier to follow along

# I wish I could do better...

- It takes a lot of time to set up a new course on your own!!! Be prepared!! (2014 Spring) + picture of my notes
- 
- Do not reply late-night emails...unless it is emergency (2016 Spring)
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- Slowdown in class, talk too fast, do not be in a hurry (Spring 2014)
- Slow down on your talking and general speed of lectures (Spring 2015)
- Do NOT rush: one concept after another (Fall 2015)

- ① STEAL LIKE AN ARTIST.
- ② DON'T WAIT UNTIL YOU KNOW WHO YOU ARE TO GET STARTED.
- ③ WRITE THE BOOK YOU WANT TO READ.
- ④ USE YOUR HANDS.
- ⑤ SIDE PROJECTS AND HOBBIES ARE IMPORTANT.
- ⑥ THE SECRET: DO GOOD WORK AND SHARE IT WITH PEOPLE.
- ⑦ GEOGRAPHY IS NO LONGER OUR MASTER.
- ⑧ BE NICE. (THE WORLD IS A SMALL TOWN.)
- ⑨ BE BORING. (IT'S THE ONLY WAY TO GET WORK DONE.)
- ⑩ CREATIVITY IS SUBTRACTION.



GOOD THEFT	VS.	BAD THEFT
HONOR		DEGRADE
STUDY		SKIM
STEAL FROM MANY		STEAL FROM ONE
CREDIT		PLAGIARIZE
TRANSFORM		IMITATE
REMIX		RIP OFF

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