

A

1. L'Ordine Territoriale degli Ingegneri: cosa rappresenta e da chi viene gestito.
2. Che cosa sono i dati "sensibili" secondo la normativa sulla Privacy e la loro tutela nel vigente ordinamento.
3. La fatturazione elettronica.
4. Testo di lingua inglese: vedi allegato A1.
5. Elenco delle principali periferiche collegate ad un computer e l'esecuzione di una stampa di un file.

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7.1 Definition of demand

Demand: the willingness and ability to buy a product.

When economists discuss **demand**, they are discussing effective demand. They define this as the *willingness* and *ability* to buy a product. An individual may want a product, but if they cannot afford it, their demand is not effective as a firm will not be prepared to sell it to them.

7.2 Demand and price

Demand and price are inversely related. This means demand will rise as price falls and fall as price rises. A higher price will mean that fewer people will be able to afford the product. They will also be less willing to buy it and will be more likely to switch to rival products. So, as price rises, the willingness and ability to buy a product falls.

7.3 Individual and market demand

Market demand: total demand for a product.

Aggregation: the addition of individual components to arrive at a total amount.

Economists study individual and, more commonly, **market demand**. As its name suggests individual demand is the amount of a product an individual would be willing and able to buy, at different prices. Market demand is the total demand for a product at different prices. It is found by adding up each individual's demand at different prices. This totalling up of the demand of all of the potential buyers is sometimes referred to as **aggregation**.

A demand schedule

A demand schedule lists the different quantities demanded of a product, at different prices over a particular time period. Table 7.1 shows a demand schedule for tickets on trains from Station X to Station Y.

Price (\$)	Quantity demanded
50	2200
45	2500
40	3000
35	3800
30	5000
25	7000

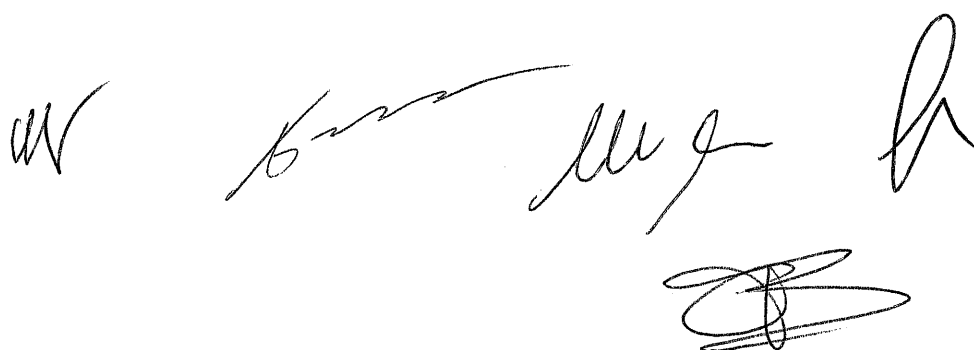
Table 7.1: Daily demand for train tickets from Station X to Station Y.

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C

1. Il Consiglio Nazionale degli Ingegneri: da quale ordinamento giuridico è disciplinato e quali sono i suoi compiti.
2. La responsabilità disciplinare dei pubblici dipendenti.
3. I titoli di spesa nel bilancio degli enti pubblici
4. Testo di lingua inglese: vedi allegato C1.
5. Creazione e modifica di una tabella in formato word

The image shows five handwritten signatures or initials in black ink. From left to right: a stylized 'W' or 'V' shape; a long, sweeping horizontal line; a signature that appears to be 'Mig'; a signature that appears to be 'R'; and a signature that appears to be 'B' with a large loop.

Supply: the willingness and ability to sell a product.

8.1 Definition of supply

Supply is the willingness and ability to sell a product. It is important not to confuse supply with production. Supply is influenced by the amount produced, but is not the same as production. This is because some of the amount produced today may be stored, in order to be sold at a later date. Conversely, it is possible that some of the output offered for sale today may have come from stocks.

8.2 Supply and price

In contrast to demand, supply is directly related to price. A rise in price will lead to a rise in supply. Firms will be more willing to supply the product, as they are likely to earn higher profits. They will also be able to supply more as the higher price will make it easier for them to cover the costs of production.

8.3 Individual and market supply

Market supply: total supply of a product.

Individual supply is the supply of one plant/firm, whereas **market supply** is the total supply of a product supplied by all the firms in the industry. Market supply is calculated in a similar way to market demand. The quantities that would be supplied by each firm at each price are added up. So aggregation of the supply of each individual firm gives the market supply.

A supply schedule

A supply schedule records the different quantities supplied at different prices. Table 8.1 shows a supply schedule for train tickets from Station X to Station Y.

Price (\$)	Quantity supplied
50	6000
45	5000
40	4300
35	3800
30	3600
25	3500

Table 8.1: Daily supply of train tickets from Station X to Station Y

From this information, a supply curve can be plotted as shown in Figure 8.1.

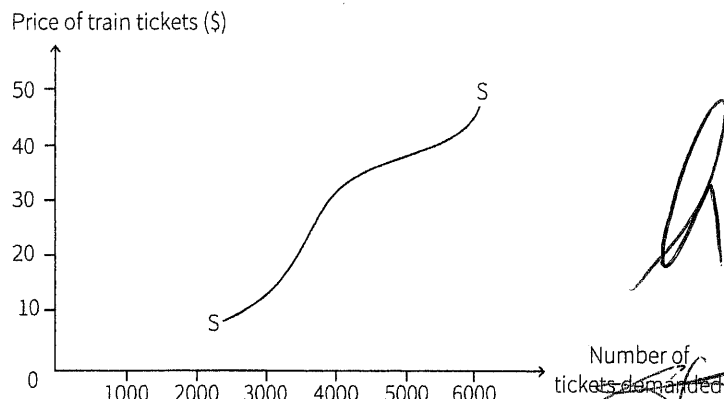


Fig. 8.1: Daily supply of train tickets from Station X to Station Y

As with demand curves, supply curves can be drawn as straight lines.

EW

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D

1. Il codice deontologico degli Ingegneri.
2. Le caratteristiche dei documenti informatici come definite dal Codice dell'Amministrazione Digitale.
3. L'esercizio provvisorio degli enti pubblici

4. Testo di lingua inglese: vedi allegato D1.
5. Formattazione dei contenuti nelle celle di un file Excel

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ALLEGATO "D1"

5.1 The difference between microeconomics and macroeconomics

Economics is divided into **microeconomics** and **macroeconomics**. As their names suggest, microeconomics is concerned with the small scale and macroeconomics with the large scale.

Microeconomics

Microeconomics is the study of the behaviour and decisions of households and firms, and the performance of individual **markets**.

Microeconomic topics include changes in the earnings in a particular occupation and changes in the output in the car industry.

Macroeconomics

Macroeconomics is the study of the whole economy. Macroeconomic topics include changes in the number of people employed in the economy and changes in the country's output.

The connection between macroeconomics and microeconomics

Many of the concepts used in microeconomics are also used in macroeconomics, but on a different scale. For example, you will later examine the demand for an individual product, and the total demand for all goods and services in an economy. You will also look at why the price of a particular product may change and why the price level in an economy may change.

Microeconomic decisions and interactions add up to the macroeconomic picture. This means that changes in the microeconomy affect changes in the macroeconomy and vice versa. For example, a reduction in the output of the car industry may result in a rise in the country's unemployment rate. Similarly, a decision by the government to cut income tax rates may result in households buying more cars.

Microeconomics: the study of the behaviour and decisions of households and firms, and the performance of individual markets.

Macroeconomics: the study of the whole economy.

Market: an arrangement which brings buyers into contact with sellers.



TIP

It is useful to give an example when defining either microeconomics and macroeconomics.



The output of cars influences a country's total output

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E

1. Che cos'è il Codice dell'Amministrazione Digitale e come si interconnette con le attribuzioni del Consiglio Territoriale degli Ingegneri.
2. In materia di accesso agli atti amministrativi di cui alla legge n.241/1990, cosa si intende per soggetti "interessati" e "controinteressati" e quali sono i loro diritti.
3. Le partite di giro nel bilancio degli enti pubblici.
4. Testo di lingua inglese: vedi allegato E1.
5. La creazione di grafici da una tabella in formato Excel

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ALLEGATO "E1"

24.1 Factors that influence the role of government

A government plays a larger role in an economy operating a mixed economic system than one operating a more market based economic system. How much the government intervenes in mixed economies differs according to both the perceived extent of market failure and how effective government policy measures are.

24.2 The government's influence on the local economy

Some local areas are very dependent on particular industries. Some of these industries may be state-owned industries. In this case, the government will be making decisions such as how much to produce and the wages to pay, which directly affect the local community. The industries which are in the private sector may be subsidised by the government to, for instance, prevent unemployment rising in a relatively poor area.

Some decisions on economic policies will be taken at the local level, rather than the national level. The extent to which decisions are made at the local level differ from country to country. **Local governments** may provide a range of goods and services including refuse collection, libraries, housing and local roads. To finance these, local governments may impose some taxes and charges and may receive grants from the national government.

24.3 The functions of government at local and national levels

The government carries out a range of functions. It is an owner of industries and assets such as schools and hospitals, a producer, a regulator, a collector of taxes and a director of the level of economic activity.

The government as a producer

A government may produce products which it believes are of key importance, the products that are produced by a **natural monopoly**, those which it thinks are essential and hence should be available to all and those which the private sector may under-produce or not produce.

Most countries seek to ensure that their key industries survive and do well. Key industries may be **strategic industries** or **national champions**. In China and France, for instance, such industries are often run by state-owned enterprises. In Italy, they receive favoured loans from banks. In a number of countries, the government also stops foreign companies from taking them over or merging with them, such as rail infrastructure which may be run or regulated by the government. This is, in part, to prevent consumers being exploited by a private sector firm charging a high price. In addition, to produce at a low average cost a high output may be required and at such an output, a loss may be incurred.

A government may also produce essential products, such as housing, on grounds of equity and merit and public goods.



TIP

Find out what goods and services the government provides in the area where you live.



Chapter 15.3
Government measures to address market failure (Direct provision)

Local government:

a government organisation with the authority to administer a range of policies within an area of the country.

Natural monopoly:

an industry where a single firm can produce at a lower average cost than two or more firms because of the existence of significant economies of scale.

Strategic industries:

industries that are important for the economic development and safety of the country.

National champions:

industries that are, or have the potential to be, world leaders.

F

1. Quando è stato istituito l'Ordine Provinciale degli Ingegneri e quali sono i requisiti richiesti per l'iscrizione al relativo albo professionale.
2. I termini di conclusione del Procedimento Amministrativo e le conseguenze in caso di ritardo dell'Amministrazione nella conclusione del procedimento.
3. Il fondo di riserva nel bilancio degli enti pubblici per le spese impreviste con stanziamento insufficiente
4. Testo di lingua inglese: vedi allegato F1.
5. Ordinare una tabella in formato Excel ed utilizzo delle relative funzioni.

Hart



ALLEGATO "F1"

1.1 Finite resources and unlimited wants

What stops people enjoying all the products they would like to have is a lack of **resources** to produce them. Resources, including workers and machinery, are scarce. This means that they are limited in supply. **The economic problem** of not being able to satisfy everyone's wants arises because of this **scarcity**.

There is no limit to people's wants – they are infinite. For instance, people want more and better clothing, healthcare and improved transport infrastructure. The number of workers, machines, offices, factories, raw materials and land used to produce these goods and services, however, is finite. At any given time, for example, there are only a limited number of workers and they can produce only a specified amount. This mismatch, between what people want and the maximum that can be produced, gives rise to the economic problem. Choices have to be made about how resources are to be used.

Resources: factors used to produce goods and services.

The economic problem: unlimited wants exceeding finite resources.

Scarcity: a situation where there is not enough to satisfy everyone's wants.

The continuing nature of the economic problem

Scarcity continues to exist. More goods and services are being produced today than ever before, but the growth in wants is exceeding the growth of economic resources. People still want more products than the resources available can produce. Over a period of time, wants continue to grow and change.

The economic problem in different contexts

The fact that people have to choose which products to buy, which subjects to study, what jobs to do and which products to produce shows that there are insufficient resources. As consumers, we cannot have everything we want. We have limited incomes. Students have to select which courses to study. It is not possible to study economics and chemistry at the same time. Workers have to make choices about what jobs they do. Some teachers may carry out other work in the evening, but when they are teaching they are not working as writers! Time is in limited supply. Producers have to decide what to make. Farmers cannot grow rice and wheat on the same land. They have to select one crop as land is scarce. The government has to decide how to spend tax revenue. Deciding to build a new hospital may mean that it cannot build a new school.



TIP

It is very important to learn definitions. The more you apply a term such as scarcity in your work, the more you will become familiar with it. You may also want to compile your own economics dictionary by writing down terms in alphabetical order, as you come across them.

GROUP ACTIVITY 1

In your group, discuss and decide which of the following are scarce:

- a vacancies for university degree courses
- b foreign holidays
- c healthcare.

1.2 Economic goods and free goods

The vast majority of goods and services are economic goods. This means that it takes resources to produce them and so they are limited in supply. For example, a carpet is an **economic good**. The material and labour used to produce it could have been used to make

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