Course Descriptions None 2025-2026

Course Title	Managerial Economics
Course Code	EBC2023
ECTS Credits	6,5
Assessment	Whole/Half Grades

Period

Period	Start	End	Mon	Tue	Wed	Thu	Fri
4	2-2-2026	27-3-2026		L	X		X

Level	Intermediate
Coordinator	Kirsten Rohde For more information:kirsten.rohde@maastrichtuniversity.nl
Language of instruction	English
Goals	The course objectives are * To learn to analyse managerial decision making from the perspective of game theory; * To learn to model various economic situations as games; * To learn to find equilibria of these games and reason about their properties; * To learn that equilibria in these games are not always intuitive and that bounded rationality and psychological biases may lead people to deviate from the rational economic predictions. * To learn to apply game-theoretic intuition to real-life problem
Description	Managerial economics applies microeconomic principles to managerial decision making. Executives, consultants, investment bankers, and many other practitioners make daily economic decisions that explicitly or implicitly follow economic laws. Understanding these laws is important for making good decisions in diverse managerial settings: negotiating effectively; understanding and anticipating what competitors do; devising an effective internal promotion and incentive scheme; understanding the effects of uncertainty on decisions of consumers and firms; making inter-temporal strategic decisions; understanding psychological biases and behavioral aspects of consumers' and firms' decisions and many more. This course provides the analytical skills and game-theoretic models to analyze such managerial problems as well as insights on how to make strategic decisions in the uncertain world of management. This course builds on the fundamentals of microeconomics that students have learned earlier in their studies; a working knowledge of microeconomic theory is assumed at the level of the first-year Bachelor Microeconomics course.
Literature	to be determined
Prerequisites	Introductory course in microeconomics on the level of Jeffrey M. Perloff "microeconomics" or higher.
Transitional Regulations	
Teaching methods	PBL / Lecture
Assessment methods	Attendance / Participation / Written Exam
Evaluation in previous academic year	For the complete evaluation of this course please click http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM

This course belongs to the following programme / specialisation

Bachelor Economics and Business Economics - Emerging Markets	Year 2 Disciplinary Courses
Bachelor Economics and Business Economics - International Business Economics	Year 2 Compulsory Courses
SBE Exchange Bachelor	Bachelor Exchange Courses
SBE Exchange Master	Bachelor Exchange Courses
SBE Non Degree Courses	Bachelor Courses