Course Descriptions None 2026-2027

Course Title	Negotiation and Allocation
Course Code	EBC4193
ECTS Credits	6,5
Assessment	Whole/Half Grades

Period

Period	Start	End	Mon	Tue	Wed	Thu	Fri
2	26-10-2026	11-12-2026		X			X

Level	Advanced
Coordinator	Martin Strobel For more information:m.strobel@maastrichtuniversity.nl
Language of instruction	English
Goals	1.1 Students learn concepts and mechanisms that allow groups of individuals to reach desirable outcomes in situations of scarcity or conflicting interests. 1.2 Students can apply their knowledge to any situations that involve negotiations, conflict of interests, and fair allocation of resources by using the concepts from game theory and normative economics. 1.3 Students obtain an understanding of the relationships between human decision making and artificial intelligence. 1.4 Students learn basic notions and concepts from Artificial Intelligence. 2.1 Students learn to support their arguments with the knowledge of conflict resolution techniques, ideas of fair division, and preferences aggregation. 2.2 Students learn to critically assess the articles that use concepts of normative economics, as well as understand the complex mathematical machinery used in them. 2.3 The ability to resolve conflicts of interest gives students the ability to acquire new skills in group environments and in situations requiring mediation, which also reflects on their self-management abilities. 3.1 Students learn how to resolve conflicts in organizations and how to amalgamate environmental concerns with self-interest in group decision making. 3.2 Understanding the problems of scarcity that underlie negotiations and conflict allows students to understand the big picture of societal impact of conflict of interests on environment and inclusivity. 3.3 By understanding different points of view inherent to conflict resolution students get a better grip on ethical problems involved in such decisions as well as their sustainability. 4.1 The course is based on discussions of theoretical concepts and their applications in the real world. This gives students ample possibilities to better their communication skills. 4.2 Realizing how different people might have different goals and opinions teaches students how to better manage projects involving multiple participants. 4.3 By discussing various fairness concepts students learn the value of team work, leadership, and the qualities that leaders should possess in order to successfully manage their teams.
Description	The course deals with various situations in which conflicts over scarce resources have to be settled. After an introduction to the basic notions of cooperative game theory, we deal with applications from different fields, like common pool resources, (small committee) voting, bargaining, matching, fair division procedures, VCG mechanisms and market mechanisms.
Literature	Research papers and book chapters.
Prerequisites	Knowledge in non-cooperative game theory.
Transitional Regulations	
Teaching methods	PBL / Lecture / Assignment
Assessment methods	Participation / Written Exam / Oral 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

Master Human Decision Science	Compulsory Courses
SBE Exchange Master	Master Exchange Courses
SBE Non Degree Courses	Master Courses