

Course Descriptions Exchange 2022-2023

| Course Title | Economic Psychology | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Course Code | EBC2103 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ECTS Credits | 6,5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Assessment | Whole/Half Grades | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Period | <table><tr><th>Period</th><th>Start</th><th>End</th><th>Mon</th><th>Tue</th><th>Wed</th><th>Thu</th><th>Fri</th></tr><tr><td>2</td><td>31-10-2022</td><td>16-12-2022</td><td>X</td><td></td><td></td><td>X</td><td></td></tr></table> | Period | Start | End | Mon | Tue | Wed | Thu | Fri | 2 | 31-10-2022 | 16-12-2022 | X | | | X | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 2 | 31-10-2022 | 16-12-2022 | X | | | X | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Level | Intermediate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Coordinator | Peter Werner For more information:p.werner@maastrichtuniversity.nl | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Language of instruction | English | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Goals | Acquiring a structured insight into the important roles of psychological factors and processes in judgment and decision-making of economic agents Learning about the relations between psychology and economics Learning about practical implications of insights into behavioral regularities | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Description | <p>PLEASE NOTE THAT THE INFORMATION ABOUT THE TEACHING AND ASSESSMENT METHOD(S) USED IN THIS COURSE IS WITH RESERVATION. A RE-EMERGENCE OF THE CORONAVIRUS AND NEW COUNTERMEASURES BY THE DUTCH GOVERNMENT MIGHT FORCE COORDINATORS TO CHANGE THE TEACHING AND ASSESSMENT METHODS USED. THE MOST UP-TO-DATE INFORMATION ABOUT THE TEACHING/ASSESSMENT METHOD(S) WILL BE AVAILABLE IN THE COURSE SYLLABUS.</p> <p>Increasingly, economists are discovering insights from psychology as a means to enrich their models of economic behaviour. The importance of this is illustrated by the fact that the Nobel prize winner in economics in 2002 was the distinguished psychologist Daniel Kahneman. He characterizes his research as a quest for the 'logic of the irrational'. Adam Smith already recognized that economic, just like other, behaviour is motivated by an intriguing blend of 'rational' considerations and 'irrational' sentiments. The great challenge is to investigate the implications of the latter motives for economics. This course aims to give an intensive introduction into this field. After a review of basic principles of rational decision-making under uncertainty, the first part of the course gives an overview of psychological research related to judgment and decision-making. Examples include insights from psychology on how decision-makers assess probabilities and how they evaluate the outcomes resulting from their decisions. Actual patterns of judgment and decision-making are compared to basic principles of rational decision-making in order to detect systematic behavioral regularities and biases of real decision-makers. The second part of the course deals with examples of how psychological regularities influence economic decision-making in the field and the importance of these regularities for law and policy. Finally, the course gives an introduction to the field of neuroeconomics.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Literature | Hastie, Reid and Robyn M. Dawes. Rational choice in an uncertain world: The psychology of judgment and decision making. Sage, 2010. Articles and chapters from books. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Prerequisites | Basic understanding of microeconomics (level comparable to: course Economics and Business), probability theory and mathematics (level comparable to course QM2) An advanced level of English | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Teaching methods | Presentation / Lecture / Groupwork | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Assessment methods | Participation / Written Exam / Presentation | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | <table><tr><td>Bachelor Economics and Business Economics - Emerging Markets</td><td>Year 3 Elective Course(s)</td></tr><tr><td>Bachelor Economics and Business Economics - Economics and Management of Information</td><td>Year 2+3 Elective Course(s)</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj Accounting</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj Finance</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj Inf Mgmt</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj Marketing</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj Org</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj SCM</td></tr><tr><td>Bachelor Economics and Business Economics - International Business Economics</td><td>Year 3 Economics Elec(s) - Maj Strategy</td></tr><tr><td>Bachelor International Business - Emerging Markets</td><td>Year 3 Elective Course(s)</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj Accounting</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj Finance</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj Inf Mgmt</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj Marketing</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj Org</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj SCM</td></tr><tr><td>Bachelor International Business</td><td>Year 3 Economics Elec(s) - Maj Strategy</td></tr><tr><td>SBE Exchange Bachelor</td><td>Bachelor Exchange Courses</td></tr><tr><td>SBE Exchange Master</td><td>Bachelor Exchange Courses</td></tr><tr><td>SBE Non Degree Courses</td><td>Bachelor Courses</td></tr></table> | Bachelor Economics and Business Economics - Emerging Markets | Year 3 Elective Course(s) | Bachelor Economics and Business Economics - Economics and Management of Information | Year 2+3 Elective Course(s) | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj Accounting | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj Finance | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj Inf Mgmt | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj Marketing | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj Org | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj SCM | Bachelor Economics and Business Economics - International Business Economics | Year 3 Economics Elec(s) - Maj Strategy | Bachelor International Business - Emerging Markets | Year 3 Elective Course(s) | Bachelor International Business | Year 3 Economics Elec(s) - Maj Accounting | Bachelor International Business | Year 3 Economics Elec(s) - Maj Finance | Bachelor International Business | Year 3 Economics Elec(s) - Maj Inf Mgmt | Bachelor International Business | Year 3 Economics Elec(s) - Maj Marketing | Bachelor International Business | Year 3 Economics Elec(s) - Maj Org | Bachelor International Business | Year 3 Economics Elec(s) - Maj SCM | Bachelor International Business | Year 3 Economics Elec(s) - Maj Strategy | SBE Exchange Bachelor | Bachelor Exchange Courses | SBE Exchange Master | Bachelor Exchange Courses | SBE Non Degree Courses | Bachelor Courses |
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