### Name of the course:
Actors, Behaviors, And Decision Processes

### Teacher:
Sigrid Stagl

### University / organisation:
Vienna University of Economics and Business

### Language of teaching:
English

### ECTS:
8 ECTS

### Semester (S1, S2, S3 or S4):
- ☐ S1
- x S2
- ☐ S3
- ☐ S4

### Teaching method(s):
- x Lecture courses
- x Flipped classroom

### Other:
Inverted classroom approach:
- a) Individual Outside-of-Class Activities (i.e. external video lectures, lecture slides, readings, recorded lecture-cases)
- b) Group Work Outside-of-Class & In-Class Presentations
- c) In-Class Activities (i.e. debates, discussions, group work; class room experiments; group presentations)

### Type(s) of evaluation:
- x Sitting exam
- x Written report
- □ Oral defence
- x Group project

### Other / comments:
60% four multiple choice tests (15% each); 40% individual/group project

### Expected deadline(s) for the evaluation(s):
Evaluation of individual/group project in July

### Expected date of final results:
July

### Summary of the content:
This course focuses on the human element of the economic system. We examine a wide range of behavioural science theories from neo-classical economics, psychology, behavioural economics, sociology, and complexity economics to better understand how humans behave and make decisions that impact the economy, the environment, and society. The course focuses on the wide range of cases where people might make decisions that are inconsistent with standard economic theory and the assumptions of rational decision making. These cases include “irrational” patterns of thinking about money and investments, how expectations shape perception, economic and psychological analyses of dishonesty by honest people, how social and financial incentives work together (or against each other) in labour, and the role of self-control and emotions (rather than cognition) in decision making. The course presents an interdisciplinary perspective on how to understand, research and change human behaviour.

### Indicative list of lectures:

### Short bibliography:


Kahneman, Daniel. Thinking, fast and slow. Macmillan, 2011. (Chapters 26-31)


