



UNIVERSITÀ  
DEGLI STUDI DI MILANO-BICOCCA

## SYLLABUS DEL CORSO

### Behavioral Economics For Decision Making

2122-2-F6302N027

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#### Learning objectives

This course is intended to allow students to become familiar with the literature in behavioral economics and decision making. Major goals will be that of enabling students to gain understanding of the major aspects of behavioral decision-making under uncertainty, and applications to economics, politics and society.

#### Contents

This course is intended to allow students to become familiar with the literature in behavioral economics and decision making. While this approach is based on the experimental data about human reasoning (provided by cognitive psychology and neurosciences), students will be driven to test experimentally properties and assumptions on human decisions. Major goals will be that of enabling students to gain understanding of the major aspects of behavioral decision-making under uncertainty, and applications to economics, politics and society. The Course aims also at introducing the students to the psychological aspects of decision making in organizational, social and political context. In particular some special features of decisions in public policy and international politics will be deepened.

#### Detailed program

1.Reasoning, affect and gut feelings: decision making is also determined by emotional and \_\_\_\_\_

2. Social context and group decisions: the social and organizational context variables constraining \_\_\_\_
3. Conflicts and negotiations in public organizations: the phenomenology and dynamics of \_\_\_\_\_  
Cultural variables of reasoning and conflicts.
4. Improving decisions in public policies and services: how to discount the psychological processing of the \_\_\_\_\_
5. Decision making in international relations: how the models of reasoning and decision making can \_\_\_\_\_

### **Prerequisites**

None

### **Teaching methods**

Lectures and exercises

### **Assessment methods**

written exam

### **Textbooks and Reading Materials**

1. Gigerenzer, G. (2007). *Gut Feelings*. London: Penguin.
2. Bonini, N., Del Missier, F. e Rumiati, R. (2008 ). *Psicologia del Giudizio e della Decisione*. Bologna: Il Mulino. or Plous, S. (1993) *The Psychology of Judgment and Decision Making*, New York: McGraw-Hill.
3. Thaler, R. and Sunstein, C. (2009) *Nudge: Improving Decisions about Health, Wealth and \_\_\_\_\_*
4. Kahneman, D. (2011). *Thinking Fast and Slow*. New York: Farrar, Straus and Giroux.
5. Viale R.. (2018) *Oltre il Nudge*. Bologna: Il Mulino. (2018)
6. Viale R. e Macchi, L. (a cura di, 2021). *Analisi Comportamentale delle Politiche Pubbliche*. Bologna: Il Mulino

### **Semester**

I semester

## **Teaching language**

English

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