UNIVERSITÀ
DEGLI STUDI DI MILANO-BICOCCA

COURSE SYLLABUS

Behavioral Economics For Decision Making

2122-2-F6302N027

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 affective components that are often very adaptive. Neuroeconomics features of affect and emotion in decision making.

2. Social context and group decisions: the social and organizational context variables constraining the results of decisions.

3. Conflicts and negotiations in public organizations: the phenomenology and dynamics of collective decisions and how to avoid paralyzed conflicts and sub optimal results in negotiation.

Cultural variables of reasoning and conflicts.

4. Improving decisions in public policies and services: how to discount the psychological processing of the individual citizens in order to optimize the effect of laws, rules, and norms. Nudge and Beyond Nudge.

5. Decision making in international relations: how the models of reasoning and decision making can be applied to the decisions in international arena.

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 Happiness,* London: Penguin.

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