



UNIVERSITÀ  
DEGLI STUDI DI MILANO-BICOCCA

## SYLLABUS DEL CORSO

### Psicologia del Comportamento Economico e dei Consumi

2425-3-E2401P028

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#### Learning area

2: Knowledge and skills useful to understand and change the relations among individuals and the psychosocial processes underlying groups, organizations and social systems

#### Learning objectives

##### *Knowledge and understanding*

- Knowledge of the key factors of the development of Economic and Consumption Psychology
- Knowledge of psychological processes that influence economic behavior and consumption
- Knowledge of the influence of consumption phenomena on individuals, relationships, organizations and life contexts
- Knowledge of technical concepts for marketing research

##### *Applying knowledge and understanding*

- Identification and critical analysis of the psychological effects of consumption phenomena
- Identification of psychological processes in economic behaviour
- Critical analysis of advertising and marketing strategies and identification of the psychological theories used
- Knowledge of the applications of marketing techniques for social issues
- Understanding of psychological professions in the field of consumption and economic processes

#### Contents

The course aims to deepen the link between psychological processes and economic and consumer behavior. This theme will be analyzed from both points of view: how psychological processes influence behavior and how consumption phenomena influence psychological processes. The course also aims to illustrate the development of psychology in this area, both from a theoretical point of view and from a professional one.

## **Detailed program**

The first part of the course will focus on the influence of psychological processes on economic and consumer behaviour:

- Decision making and economic and consumer behaviour
- Motivation and identity processes
- Social influence and consumption

The second part of the course will cover the effects of consumption phenomena on psychological processes and lifestyles:

- Historical analysis of consumption phenomena
- Relationship between organizations and consumers
- Consumption and health

During the course various advertisements and marketing actions will be critically analysed, identifying the use of psychological theories.

## **Prerequisites**

No prerequisite is indispensable to the student, beyond a basic psychological knowledge.

## **Teaching methods**

Frontal lessons, case analysis, thematic seminars, meetings with professionals, observation of life contexts, teamwork.

## **Assessment methods**

The verification of learning will be carried out through a written examination aimed at verifying the specific knowledge of the main theoretical aspects of the course. There will be open-ended questions that will cover both the topics presented and discussed in the classroom and the text.

Participation in the optional activities (thematic analysis, exercises, etc.) proposed during the course contributes to the final evaluation (only for attending students).

## **Textbooks and Reading Materials**

More detailed information will be available at the proper page of the e-learning site.

Although this course is held in Italian, for Erasmus students, course material can also be available in English, and students can take the exam in English if they wish to do so

## **Sustainable Development Goals**

RESPONSIBLE CONSUMPTION AND PRODUCTION

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