UNIVERSITÀ
DEGLI STUDI DI MILANO-BICOCCA

SYLLABUS DEL CORSO

Psicologia del Pensiero, Decision Making e Comunicazione

2526-1-F5112P003

Learning area

FUNDAMENTALS AND RESEARCH METHODS IN COGNITIVE, SOCIAL AND ECONOMIC PSYCHOLOGY

Learning objectives

Knowledge and understanding
• promote the in-depth knowledge of cognitive psychological processes, with particular reference to the study of decision making, problem solving and communication;
• become familiar with the main normative and descriptive theories;
• understand the current scientific debate in the psychology of reasoning, decision making, problem solving and communication.
Applying knowledge and understanding*
· ability to critically evaluate the theoretical approach, the methodology adopted and the conclusions drawn from the main researches.
· ability to apply the models in natural settings (climate change, sustanaible mobility, decision making in court and in medical context).
Making Judgements
Students are encouraged to critically compare different theoretical perspectives and experimental approaches, developing critical thinking and evaluative independence in the analysis of data and scientific research. Through exercises, group work, and case study analysis, the autonomous application of acquired knowledge is fostered. Assessment methods include tasks that require analytical, synthetic, and problem-solving skills, thus supporting the development of informed and conscious judgement.

Communication Skills
The course promotes the development of communication and argumentative skills through the discussion of exercises and theoretical aspects. The exam includes open-ended questions that require the use of appropriate

language and the ability to convey the course content clearly and coherently. In addition, one part of the programme (relating to Psychorhetoric) is aimed precisely at strengthening communication skills.

Learning Skills
The course provides a solid foundation in the topics covered, enabling students to independently pursue further learning in related, more advanced areas.

Contents

The course explores the cognitive processes related to the choice behavior and the systematic errors emerged in decision-making tasks, risk prediction and problem solving and their relationship with communication.

Detailed program

LECTURES(22 lezioni da 2 ore svolte in modalità erogativa in presenza)

- · Normative and descriptive approaches. Paradigm shift in the Psychology of reasoning
- · Different explanation of Cognitive Biases
- · Prospect Theory and the Heuristics and Biases Program
- · Risk perception and comunication
- A critical analysis of the Dual Process Theories: intuitive vs analytic thinking
- Nudge and Behavioural sciences
- The Fast and frugal heuristics-Boost
- The pragmatic approach and the psychorhetoric
- Problem solving and creativity
- Toward a new form of Human rationality.

The course will examine researches conducted in the laboratory and in various applicative areas. Many examples and applications will be considered, concerning medical, economic, legal and public policy areas.

Group work: (6 lezioni da 2 ore svolte in modalità erogativa in presenza)
design, run, and present an experimental study on the psychology of thought, decision making and communication.

Prerequisites

The knowledge of the basis of Psychology of Thinking enables a more aware use of the course contents.

Anyway, the first lessons will be dedicated to the review of the main issues.

Teaching methods

Lectures, discussions, video presentations, group work.

LECTURES(22 lectures of 2 hours delivered in face-to-face mode)
Group work: (6 lessons of 2 hours delivered in face-to-face mode)

Assessment methods

The verification of learning will be carried out by means of an oral test aimed at assessing the specific knowledge of the main theoretical-experimental aspects covered during the course and in the examination texts together with the student's argumentative and critical capacity.

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

*Although this course is held in Italian, Erasmus students can take the exam in English if they wish to do so.

Textbooks and Reading Materials

Kahneman, D. (2020, Ed orig. 2011). *Pensieri lenti e veloci*. Milano: Mondadori (I° e II° parte + cap. 26 e Appendici A e B).

Macchi, L. (2024). *La Psicoretorica. Dall'arte del dire alla forma del pensiero. Milano: Raffaello Cortina.

Thaler, R.H., Sunstein C.R. (2014, Ed orig. 2008). *Nudge. La spinta gentile. La nuova strategia per migliorare le nostre decisioni su denaro, salute,*
felicità. Milano: Feltrinelli.

Sustainable Development Goals

GOOD HEALTH AND WELL-BEING | QUALITY EDUCATION | AFFORDABLE AND CLEAN ENERGY | SUSTAINABLE CITIES AND COMMUNITIES | CLIMATE ACTION