

# Behavioral Economics

Single subject and programme course

7.5 credits

Behavioral Economics

770A01

Valid from: 2015 Spring semester

**Determined by**

The Quality Board at the Faculty of Arts  
and Sciences

**Date determined**

2015-10-16

**Replaced by**

730A27

## Main field of study

Economics

## Course level

Second cycle

## Advancement level

A1X

## Course offered for

- Business and Economics Programme
- Business and Economics Programme - International - French
- Business and Economics Programme - International - Spanish
- Business and Economics Programme - International - German
- Master programme in Economics

## Entry requirements

Completed Economics, basic course, 30 ECTS credits, Economics, continuation course, 30 ECTS credits, and Economics in-depth course, 30 ECTS credits with at least 60 ECTS credits approved, or equivalent.

English corresponding to the level of English in Swedish upper secondary education (English 6/B).

Exemption for Swedish 3.

## Intended learning outcomes

After completing of the course the participants should be able to:

- Account for the problems associated with standard economic theory and identify, explain, and analyse how psychological factors influence decision makers
- Identify, describe, and use research methods used in behavioural economics perspective
- Design well-conceived experiments and surveys to answer relevant research questions
- Critically evaluate existing policies aimed at improving decisions and suggest constructive ways of helping individuals make better decisions

## Course content

This course focuses on the use of laboratory and field experiments as a tool to gain knowledge about the behaviour of economics agents. It surveys research which incorporates psychological evidence into economics. We will analyse how predictions of economic behaviour differ when some simplifying assumptions in classical economic models are replaced with psychologically realistic assumptions based on empirical observations from the lab and from the field. Special attention will be paid how these assumptions affect markets, management, and public policy, as well as how behavioural economic research can be applied in various areas of decision making (e.g., finance, health).

The course will cover five general topics:

- Tools for behavioural research
- Preferences and emotions in decision making
- Neuroeconomics
- Applications of behavioural economics
- Behavioral interventions

## Teaching and working methods

The course consists of a combination of lectures and seminars. Homework and independent study are a necessary complement to the course.

## Examination

The final grade consists of: the presence and active discussion at seminars, term-paper ( a research piece) written in pairs, and written peer feedback on others student term-paper project. Detailed information about the examination can be found in the course's study guide.

Students failing an exam covering either the entire course or part of the course twice are entitled to have a new examiner appointed for the reexamination.

Students who have passed an examination may not retake it in order to improve their grades.

## Grades

Three-grade scale, U, G, VG

## Other information

Planning and implementation of a course must take its starting point in the wording of the syllabus. The course evaluation included in each course must therefore take up the question how well the course agrees with the syllabus.

The course is carried out in such a way that both men's and women's experience and knowledge is made visible and developed.

## Department

Institutionen för ekonomisk och industriell utveckling