

The Hebrew University of Jerusalem

Syllabus

SELECTED TOPICS IN DECISION MAKING - 34973

Last update 18-02-2017

HU Credits: 2

Degree/Cycle: 2nd degree (Master)

Responsible Department: education

Academic year: 0

Semester: 2nd Semester

Teaching Languages: Hebrew

Campus: Mt. Scopus

Course/Module Coordinator: Ilana Ritov

Coordinator Email: ilana.ritov@mail.huji.ac.il

Coordinator Office Hours: upon advanced coordination

Teaching Staff:

Prof Ilana Ritov

Course/Module description:

The course will explore behavioral aspects of decision making. Basic concepts and research findings that relate to biases in judgment and preferences that deviate from the rational model will be presented. We will later on discuss (with the help of student presentations) a number of current papers.

Course/Module aims:

To describe and compare different factors that influence our decisions and judgments, and different thinking mechanisms and biases in these processes.

Learning outcomes - On successful completion of this module, students should be able to:

Recognize different biases in judgment and decision making
Know the rational model for decision making
Recognize different heuristics people use as "short cuts" in decision making

Attendance requirements(%):

none

Teaching arrangement and method of instruction: Lectures, students presentations

Course/Module Content:

Heuristics and biases
Expected utility theory
Prospect theory
Loss aversion and endowment effect
Regret (action/omission)
Happiness and choice
Lies

Required Reading:

1. Bazerman M. (2006). Judgment in managerial decision making. Chapters 1-4.
2. Baron, J. (2008). Thinking and deciding. Chapters 11-13
3. Liberman and Tversky (1996). Critical thinking, statistical considerations and intuitive judgement. Ch. 5-9. Open University press

Additional Reading Material:

Kahneman, D. Thinking, fast and slow (2011). Macmillan

Course/Module evaluation:

End of year written/oral examination 0 %

Presentation 20 %

Participation in Tutorials 0 %

Project work 60 %

Assignments 20 %

Reports 0 %

Research project 0 %

Quizzes 0 %

Other 0 %

Additional information:

The last third of the semester will be based on Students' presentations. Every student will select one paper from a list of papers and will present the experimental part in class. Furthermore, every student will hand in a short paper summarizing the chosen paper, an academic paper which cites it, and one academic paper cited in it, and each student will also be required to respond to a chosen classmate's presentation with a few questions.