Excerpt from Module Descriptions

Bachelor of Science Psychology

Examination Regulations in the Version of: 2015

Sub-Section: Behavioral Economics
# Index

## Behavioral Economics

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Experimental Economics
Modules referring to Behavioral Economics

**Code**  
8213271799

**ECTS credits**  
6

**Attendance time**  
4

**Language of instruction**  
german

**Duration**  
1 Semester

**Cycle**  
each Winter Semester

**Coordinator**  
Prof. Dr. Gerlinde Fellner-Röhling; Institute of Economics

**Instructor(s)**  
Prof. Dr. Gerlinde Fellner-Röhling; Institute of Economics

**Allocation of study programmes**  

**Recommended prerequisites**  
Course "Introduction to Economics"

**Learning objectives**  
Students learn how to test economic theory by means of laboratory experiments and get to know advantages and disadvantages of this method.

Based on the general principles of adequately designing experiments and analyzing the resulting data, we discuss the general applicability, usefulness, the advantages and possible drawbacks of this methodological approach.

Students acquire knowledge about the most central topics and results in experimental economics regarding individual decision making, strategic interaction and market outcomes.

**Syllabus**

- What is experimental economics? Background and general principles of designing economic experiments
- Rational decisions and classical anomalies
- Markets and competition
- Game theoretic equilibria: Cooperation and coordination
- Fairness

**Literature**


<table>
<thead>
<tr>
<th>Teaching and learning methods</th>
<th>3 hours lecture and 1 hour exercises per week</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workload</td>
<td>180 hours; of which 80 hours in class, 100 hours self-study</td>
</tr>
<tr>
<td>Assessment</td>
<td>The grade of the module will be the grade of the oral or written (depending on the number of participants) exam. No prerequisites are necessary for exam registration</td>
</tr>
<tr>
<td>Grading procedure</td>
<td>The grade of the module will be the grade of the exam.</td>
</tr>
<tr>
<td>Basis for</td>
<td>Part of special subject “Economics”</td>
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</table>
Microeconomics
Modules referring to Behavioral Economics

Code 8213270194

ECTS credits 6

Attendance time 4

Language of instruction german

Duration 1 Semester

Cycle each Summer Semester

Coordinator Prof. Dr. Gerlinde Fellner-Röhling; Institute of Economics

Instructor(s) Prof. Dr. Gerlinde Fellner-Röhling; Institute of Economics

Allocation of study programmes B.Sc. Management and Economics (mandatory course)

Recommended prerequisites Courses "Introduction to Economics" and "Macroeconomics"

Learning objectives Students get to know basic terms, problems and analytic tools of microeconomics and learn to apply these tools to selected problems of economics decision making and economic policy

Syllabus
- Introduction: Overview of microeconomics; basic issues and methods
- Consumer choice (consumer theory): utility maximization, individual demand function, aggregate demand functions
- Production choice (production theory) and entrepreneurship: theory of the firm, cost minimization, production functions, profit maximization, individual and aggregate supply function
- Decisions under uncertainty: expected utility theory
- Market equilibrium and social welfare: consumer- and producer surplus
- Market types and competition: perfect competition; monopoly (without and with price discrimination); oligopoly (oligopoly as game theoretical situation, Nash equilibrium, price- and quantity competition)
- Competition policy and economic order: application of competition theory to selected cases in Germany and the EU
- Market failure: asymmetric information, external effects and their internalization

Literature

<table>
<thead>
<tr>
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<tr>
<td><strong>Assessment</strong></td>
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<tr>
<td><strong>Grading procedure</strong></td>
<td>No english version available yet.</td>
</tr>
<tr>
<td><strong>Basis for</strong></td>
<td>courses in the special subject in Economics and further economics courses</td>
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# Strategic Interaction

Modules referring to Behavioral Economics

<table>
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<tr>
<th>Code</th>
<th>8213271801</th>
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<tbody>
<tr>
<td>ECTS credits</td>
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</tr>
<tr>
<td>Attendance time</td>
<td>4</td>
</tr>
<tr>
<td>Language of instruction</td>
<td>german</td>
</tr>
<tr>
<td>Duration</td>
<td>1 Semester</td>
</tr>
<tr>
<td>Cycle</td>
<td>each Winter Semester</td>
</tr>
<tr>
<td>Coordinator</td>
<td>Professor Dr. Sandra Ludwig</td>
</tr>
<tr>
<td>Instructor(s)</td>
<td>Professor Dr. Sandra Ludwig</td>
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</table>

**Allocation of study programmes**


**Recommended prerequisites**

Introduction to Economics, Microeconomics

**Learning objectives**

The course deals with basic game theoretic concepts, i.e. we consider choice situations in which the payoff of a player does not only depend on own actions but also on the actions of others. More precisely, we consider the strategic interaction of economic agents, e.g. in markets, organizations or bilateral bargaining. The aim of the course is to introduce basic concepts of game theory, to illustrate them with examples from different areas of economics as well as to discuss experimental evidence.

**Syllabus**

Games with compete and incomplete information, static and dynamic games, repeated games, theoretical predictions of behavior, empirical/experimental evidence and applications

**Literature**


Binmore, K., Fun and Games, A Text on Game Theory, Houghton Mifflin, 2005.


and papers announced in the lecture

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<tr>
<td>Basis for</td>
<td>Major subject Economics &amp; Controlling, compulsory optional subject VWL</td>
</tr>
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</table>
### Economic Psychology
Modules referring to Behavioral Economics

**Code** 8213274624  
**ECTS credits** 6  
**Attendance time** 4  
**Language of instruction** No English version available yet.  
**Duration** 1 Semester Semester  
**Cycle** one-time  
**Coordinator** No English version available yet.  
**Instructor(s)** No English version available yet.  
**Allocation of study programmes** No English version available yet.  
**Recommended prerequisites** No English version available yet.  
**Learning objectives** No English version available yet.  
**Syllabus** No English version available yet.  
**Literature** No English version available yet.  
**Teaching and learning methods** No English version available yet.  
**Workload** No English version available yet.  

**Assessment**  
The credit points will be awarded once the written or oral exam has been passed (depending on the number of participants). The type of examination will be announced in time - at least 4 weeks prior to the date of the exam. No prerequisites are necessary for exam registration.
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