**Title of the course:** Decision Psychology

**Course code**: PSYM21-CD-106

**Head of the course:** Szászi Barnabás Imre

**Academic degree:** PhD

**Position:** Senior lecturer

**MAB Status:** A (T)

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| **Az oktatás célja angolul** |

**Aim of the course:**

The aim of the course is to provide the fundamentals of decision psychology to the students.

**Learning outcome, competences**

knowledge:

* see the topic of the course

attitude:

* acquiring a new mindset about changing decisions and behavior
* critical reading of the scientific literature

skills:

* ability to analyze human decisions through professional lens

autonomy, responsibility:

* Implementation of knowledge and skills in accordance with ethical standards.

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| **Az oktatás tartalma angolul** |

**Topic of the course**

* Fundamentals and the most important topics of decision psychology (e.g. risky decisions, role of emotions, scarcity, intertemporal decisions)
* When do we make bad / good decisions?
* Intention - action gap
* The main theoretical and practical frameworks, methodological bases and examples of behavior change

**Learning activities, learning methods**

* presentations
* practical group work
* reading literature on classical and modern behavioral sciences
* participation in a decision planning program
* planning an independent decision planning program

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| **A számonkérés és értékelés rendszere angolul** |

**Learning requirements, mode of evaluation and criteria of evaluation:**

* active class participation
* performing individual and group tasks

Mode of evaluation: exam mark

Criteria of evaluation:

* examination
* contribution to the class
* quality of individual and group tasks

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| **Idegen nyelven történő indítás esetén az adott idegen nyelvű irodalom:** |

**Compulsory reading list**

* changing per semester

**Recommended reading list**

* Newell, B. R., Lagnado, D. A., & Shanks, D. R. (2015). *Straight choices: The psychology of decision making*. Psychology Press.
* Baron, J. (2000). *Thinking and deciding*. Cambridge University Press.
* Kahneman, D. (2011). *Thinking, fast and slow.* Macmillan.
* Sunstein, C. R., & Thaler, R. (2009). *Nudge: Improving Decisions About Health, Wealth and Happiness.* London: Penguin.
* Dolan, P. (2015). Happiness by Design: Finding Pleasure and Purpose in Everyday Life. London: Penguin.
* Halpern, D. (2015). *Inside the Nudge Unit: How small changes can make a big difference*. London: W H Allen.
* Soman, D. (2015). *The Last Mile: Creating Social and Economic Value from Behavioural Insights.* University of Toronto Press.

**Course-specific information (specific to a given lecture or seminar)**

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| **General data** |

**Specific (sub)title of the course (if relevant):**

**Specific (sub)code of the course (if relevant):**

**Date and place of the course:**

**Name of the lecturer:**

**Department of the lecturer:**

**Email of the lecturer:**

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| **Specific syllabus/schedule of the lecture/seminar (if relevant)** |



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| **Further specific information (eg. requirements) (if relevant)** |