



APPLIES TO ACADEMIC YEAR 2006/2007

GRA 2245 Economic Psychology

Program

Advanced Specialization Course (MSc), Master of Science in Leadership and Organizational Psychology

Responsible for the course

Laura E. M. Traavik

Department

Leadership and Organizational Management

Term

According to study plan

ECTS Credits

6

The fact that consumers, taxpayers, entrepreneurs, business managers, financial decision makers and other economic agents base their decision making and economic behavior on processes best explained by psychological theories is largely ignored by most courses in economics. The underlying assumption of this course, however, is that a more thorough understanding of psychological processes is needed to better understand economic behavior.

Objective

The objective of the course is to provide students with knowledge of the most important psychological concepts, theories and research findings needed to better understand, describe, explain and predict economic decision making and behavior of individuals and groups

Prerequisites

GRA 2204 Judgement and Decision Making in Organizations or GRA 2205 Organizational Behaviour

Compulsory literature

Books:

Furnham, Adrian and Michael Argyle. 1998. The psychology of money. London: Routledge

Collection of articles:

2006. Current topics in economic psychology - a collection of research articles will be made available before the course starts. I will be compiling a compendium of articles that will be available on blackboard

Recommended literature

Books:

Antonides, Gerrit, W. Fred van Raaij and Shlomo Maital, eds. 1997. Advances in economic psychology. Chichester: John Wiley

Bazerman, Max H. 1999. Smart money decisions : why you do what you do with money (and how to change for the better). New York : John Wiley

Thaler, Richard H. 1994. The winner's curse : paradoxes and anomalies of economic life. Princeton, N.J.: Princeton University Press

Course outline

Introduction to economic psychology and the psychology of money

Anomalies of economic life

Individual differences and economic behavior

Cultural and institutional influences on economic behavior

Computer-based tools

Presentation tool such as PowerPoint

Course structure

The course is structured as a combination of lectures, discussions, in-class activities, and compulsory student presentations. It requires substantial amount of preparation by the

students and active involvement during class.

Evaluation

50% - Student presentations of cases or research articles

50% - Term paper

Both the term paper and presentation must receive a passing grade in order to pass the course

Evaluation code(s)

GRA 22451 accounts for 100 % of the final grade in the course GRA 2245.

Aids at the examination

Not applicable

Makeup exam

Re-takes are only possible at the next time a course will be held. When course evaluation consists of class participation or process elements, the whole course must be re-evaluated when a student wants to retake an exam. Retake examinations entail an extra examination fee.

Honor Code

Academic honesty and trust are important to all of us as individuals, and they are encouraged and promoted by the honor system. This is a most significant university tradition. The honor system is the responsibility of students. As faculty, we share the commitment to the ideals of the honor system.

At no time should notes or papers or personal consultations based on previous semesters of this course be used. As part of the honor code papers handed in as part of the course is, at the discretion of the professor, scanned for plagiarism. We are using Safe Assignment in Black Board for this purpose. Any violation of the honor code will be dealt with in accordance with BI's procedures on cheating. These issues are a serious matter to everyone associated with the program. They are at the heart of the Honor Code and academy integrity. If you have any questions about your responsibilities under the honor code, please ask.