



COURSE DESCRIPTOR

Decision Making II

Decision Making II

7,5 ECTS credit points (7,5 högskolepoäng)

Course code: FE2403

Educational level: Advanced level

Course level: D

Field of education: Social sciences

Subject area: Business administration

Version: 1

Applies from: 2007-09-03

Approved: 2007-03-26

Replaces course descriptor approved: 2001-01-19

1 Course title and credit points

The course is titled Decision Making II/Decision Making II and awards 7,5 credit points. One credit point (högskolepoäng) corresponds to one credit point in the European Credit Transfer System (ECTS).

2 Decision and approval

This course is established by The Education Committee of the School of Management 2007-03-26. The course descriptor is approved by The Education Committee of the School of Management and applies from 2007-09-03.

3 Objectives

The objective is to train the student to identify limitations to rational decision making and correct judgements and to understand the causes to these limitations

4 Content

The course covers a large amount of experimental investigations into the individual's ability to make correct judgement with and without social effects. It includes different categories of biases such as representativeness, availability and anchoring. The course covers specifically judgemental biases in business settings.

5 Aims and learning outcomes

After the course, the student shall :

- understand different theories of limitations on rational choice
- understand the main reasons for these limitations
- be able to identify and understand typical biases and heuristics that influence judgement and decision making

6 Generic skills

The following generic skills are trained in the course:

- to communicate advanced theoretical concepts in English
- to design and carry out experiments
- to develop the ability to make correct inference from observation
- to develop judgmental ability; to "know what you know"

7 Learning and teaching

The student learns from a number of projects (assignments), starting with identification of the student's own biases or poor judgements, moving to general theories and explanations of judgemental errors, ending with the student putting these observations in a business context. Teaching comprises individual and group project work. Discussions and presentations of the projects are carried out on the web and/ or in seminars on campus. The course is carried out in English.

8 Assessment and grading

Examination of the course

Code	Module	Credit	Grade
0710	Assignment 1	2.5hp	U/G/VG
0720	Assignment 2	2.5hp	U/G/VG
0730	Assignment 3	2.5hp	U/G/VG

The course will be graded Fail (U), Pass (G) or Pass with Distinction (VG).

On request grades according to ECTS will be given.

9 Course evaluation

The course coordinator is responsible for systematically gathering feedback from the students in course evaluations and making sure that the results of these feed back into the development of the course.

10 Prerequisites

Students are expected to have 60 points in Business Administration or the equivalent to 3 years studies

in Computer Science or Telecommunications and passed the course Decision Making I (or the equivalent).

11 Field of education and subject area

The course is part of the field of education Social sciences and is included in the subject area business administration.

12 Restrictions regarding degree

The course cannot form part of a degree with another course, the content of which completely or partly corresponds with the contents of this course.

13 Additional information

Course book: Plous, Scott. The Psychology of Judgement and Decision Making. McGraw-Hill
The course material also includes teaching notes and articles.

Reference book: Judgment under Uncertainty: Heuristics and Biases by Daniel Kahneman, Paul Slovic and Amos Tversky (Editors); Cambridge Univ Press

14 Course literature and other teaching material

