

## SYLLABUS BEHAVIORAL ECONOMICS, PHD

The **focus** of the course (Nr. 432 910) will be on "**Other-Regarding Preferences in Games**". It provides an **in-depth discussion** of the following **topics**:

Altruism, Inequality Aversion, Envy, Spite, Etc.:

DISTRIBUTIONAL PREFERENCES IN GAMES

Kindness, Unkindness and Retaliation:

RECIPROCITY CONCERNS IN GAMES

Generosity, Vulnerability, Efficiency and Response to Them:

TRUST AND TRUSTWORTHINESS IN GAMES

Unfulfilled Expectations and Aversion against Letting Others Down:

GUILT AND SHAME IN GAMES

Preference for Keeping Ones Word / Aversion against Lying and Deception:

PROMISES AND OTHER FORMS OF 'CHEAP TALK' IN GAMES

Aversion against Social Disapproval

NORMS IN GAMES

**Lecture dates and venues** are:

15.04. 11:00-14:30 SR 13

16.04. 11:00-14:30 SR 13

17.04. 11:00-14:30 SR 13

18.04. 11:00-14:30 SR 13

22.04. 11:00-14:30 BR FIWI

23.04. 11:00-14:30 BR FIWI

24.04. 11:00-14:30 BR FIWI

There will be a **webpage on OLAT** containing the relevant **literature**, the **slides** to the lectures on the first four topics (distributional preferences; reciprocity concerns; trust and trustworthiness; guilt and shame) and further details. There you also find the **problem sets** to each of the seven units. To give you the opportunity to work jointly on them, I have booked rooms also for the afternoons of the lecture dates. Here are the **dates and venues for joint work on problem sets**:

15.04. 14:30-19:00 SR 13

16.04. 14:30-19:00 SR 13

17.04. 14:30-19:00 SR 13

18.04. 14:30-19:00 SR 13

22.04. 14:30-19:00 BR FIWI

23.04. 14:30-19:00 BR FIWI

24.04. 14:30-19:00 BR FIWI

You should be able to solve each problem set in about three hours. Thus, there should be enough time left between the units to catch up on previous material –or, even better– to take a first look at the concepts to come.

There will be a **homework assignment**. Your task there is to write a short paper (around 10 pages, say) on one of the last two topics in the list above (i.e. either on the effects of 'promises and other forms of cheap talk' or on the effects of 'norms' in games). I have uploaded quite some literature on those topics on OLAT. There is probably more (and more relevant) literature out there. You are free to use whatever literature you find appropriate. Also, the style of the paper (verbal, semi-technical, technical) is completely up to you. You can either present own ideas or simply provide a nice summary of the relevant literature. Own ideas are appreciated, of course. Work in small teams is welcome.

Your **grade** in the course will be based on your performance in solving problem sets, your performance in the course and your homework.

If you have any further questions, please do not hesitate to contact one of us.

Best regards,

Rudi Kerschbamer and Christian Rennert