

SYLLABUS BEHAVIORAL ECONOMICS, PHD (Lecture Nr. 432 910)

**Course Weeks:** 8.5.-11.5. and 15.5.-17.5.2017

**Lecture dates and rooms:** The lecture will take place from 11:00 am to 2:30 pm every course day. Here is a list with the lecture dates and rooms:

08.05. 11:00-14:30 BR FIWI

09.05. 11:00-14:30 BR FIWI

10.05. 11:00-14:30 BR FIWI

11.05. 11:00-14:30 BR FIWI

15.05. 11:00-14:30 BR FIWI

16.05. 11:00-14:30 BR FIWI

17.05. 11:00-14:30 BR FIWI

**Contents:** The focus of the course 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 One's Word / Aversion against Lying and Deception:

PROMISES AND OTHER FORMS OF 'CHEAP TALK' IN GAMES

Aversion Against Social Disapproval

NORMS IN GAMES

There will be a **webpage on OLAT** containing the relevant literature, the slides to the lectures and the problem sets to each of the seven units.

**Requirements:**

*Regular attendance in class:* Regular attendance and participation in class is expected. If you cannot attend for any reason, please inform us per e-mail. Please don't provide any reasons, just inform us that you cannot attend.

*Problem sets:* To help you to gain ease in applying the concepts and tools we discuss in class, you are expected to work in small groups (comprising no more than three students each) on problem sets. There will be one problem set to each of the seven units. To give you the opportunity to work jointly on them, I have booked the same room also for the mornings and

the afternoons of the lecture dates. 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.

*Participation in a written exam:* Date and venue will be announced in class.

If you have any further questions, please do not hesitate to contact me.

Best regards,

Rudi Kerschbamer