

## Syllabus

<b>Name:</b>		
<b>Lecture: Incentives in organisations</b>		
<b>Responsible:</b>		
Professor Thomas Zwick		
<b>Programme:</b>	<b>Term:</b>	<b>ECTS:</b>
Master	Winter	5
<b>Contents &amp; Objectives:</b>		
<p>The lecture incentives in organisations is based on the principal agent theory. From this theory financial and economic solutions that overcome the conflict of interests between employer and employee. Besides the most widely used theories, estimation techniques and empirical results are presented and discussed.</p> <p>Competences The aim of the lectures is to enable students to understand and apply advanced theories, estimation techniques and empirical results in the area incentives in organisation on the basis of scientific literature.</p>		
<b>Prerequisites:</b>		
The course is designed for Master students.		
<b>Course Structure:</b>		
<p>Topic overview</p> <ol style="list-style-type: none"> <li>1. Principal Agent Theory</li> <li>2. Do Top Managers earn too much?</li> <li>3. Performance-based compensation in theory</li> <li>4. Performancebased compensation in practice</li> <li>5. Seniority compensation</li> <li>6. Employment consequences of seniority compensation</li> <li>7. Efficiency compensation</li> <li>8. Team compensation</li> </ol>		
<b>Literature:</b>		
<b>Exam:</b>		
60-minute final written exam		
<b>Contact:</b>		
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