

Syllabus

Decision Making in Teams and Organizations			
Responsible:			
Professor Dr. Alicia von Schenk, Junior Professorship of Applied Microeconomics, esp. Human-Machine Interaction			
Program:	Type:	Term:	ECTS:
Bachelor	Lecture	Summer	5
Contents & Objectives:			
<p>All economic activity results from individual decisions. To understand economic phenomena and effectively influence organizational outcomes, we must understand economic decisions. How can you motivate people to act in the best interest of the organization? How important is the allocation of decision rights? Do monetary incentives attract particular people?</p> <p>This course provides an overview of economic decision-making in teams and organizations. It uses tools from both microeconomic theory as well as empirical data from field studies and laboratory experiments. Topics addressed in the course include team production, intrinsic motivation, monetary incentives and fairness, and the allocation of decision rights.</p> <p>With this course,</p> <ul style="list-style-type: none"> • students will be able to understand and reflect on modern microeconomic concepts and current organizational economics. • students will learn to master quantitative microeconomic methods. • students will be enabled to classify and relate specialized knowledge from theoretical microeconomics, experimental and empirical microeconomics, business administration, and psychology. 			
Prerequisites:			
All necessary ideas and concepts will be introduced and discussed throughout the course. Nevertheless, basic knowledge in microeconomics and econometrics can be helpful.			
Course Structure:			
Topics include:			
<ul style="list-style-type: none"> • Team Production • Intrinsic Motivation • Allocation of Decision Rights • Monetary Incentives and Fairness • Distorted Performance Measures • Digital Transformation 			
Literature:			
There is no textbook for this course. Instead, we will discuss (in detail) various empirical and theoretical works on economic decision-making in teams and organizations. The relevant papers and lecture notes will be provided every week.			
Grading:			
There will be a 60 min graded exam at the end of the semester.			
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