






 Bachelor Compulsory Elective

 Lecture + Tutorial |  5 ECTS

## Course Structure:

- Paper-based learning with **empirical studies** 
- Useful basics: Microeconomics & Statistics 
-  **Final Exam (60 min)**  
+ **Bonus via guided group work on an empirical study**  
from the lecture (improve by one grade step 0.3/0.4!)



## What to Expect:

- Explore how **individual decisions drive economic activity** and shape organizational outcomes
- Gain insights into **real-world decision-making** in teams and firms
- Understand how economic behavior unfolds in **interactive contexts** and strategic situations



- How can one **motivate** people?
- How does the **power** and **illusion of control** shape our decisions and actions?
- Do monetary **incentives** attract particular employees?

Covered Topics, e.g.:

- Team Production
  - Freeriding
  - Social Punishment
  - The Leader as a Coordinator
- Intrinsic Motivation
  - Monitoring and Crowding-Out
  - Mission Orientation, Award and Recognition

