Course Description
This course is an introduction to Behavioral Decision Research. We will cover foundational articles and discuss emerging trends in Judgment and Decision Making scholarship. We will draw on scholarship in psychology, economics, and business.

Expectations
Class participation is extremely important. I expect students to come well prepared to discuss each assigned reading, and I expect students to be highly engaged. This will require several hours of preparation each week.

Final
The final exam will be open book, 3 hours, and span the entire course.

Grading
Weekly assignments: 30%
Class participation: 40%
Final: 30%

Weekly Assignments
Each week, I will ask you to answer questions about the readings. These questions are likely to take the form of “If you were a reviewer, what studies would you like to see?” or “How else might you present the data in this figure?” Research articles reflect many choices, and one of the goals of this course is to identify and deliberate about the choices prior scholars have made to inform the decisions we might make going forward. (For the first class, please come prepared, but there is no written assignment due the first class.)
Class 1*: Self-Conscious, Moral Emotions (Becky Schaumberg) 8/30
Our first class will be 90 minutes and will be run by Professor Schaumberg (We will find an additional 90 minute slot later this semester.)

Ketelaar & Clore (1997) Emotion and reason: The proximate effects and ultimate functions of emotions (Chapter)

Schaumberg & Tracy (2019) From self-consciousness to success: When and why self-conscious emotions promote positive employee outcomes (Chapter)

Tracy & Matsumoto (2008): The spontaneous expression of pride and shame: Evidence for biologically innate nonverbal displays

Class 2: Judgment 9/6


Class 3: Hindsight, Outcome bias, Anchoring, and False Positive Psychology 9/13


**Class 4: Decision Process 9/20**


**Class 5: Risk 9/27**


E Long, MK Chen, R Rohla

*Political Storms: Tracking Hurricane Evacuation Behavior Using Smartphone Data*

Available at SSRN 3339723

**Class 6: Ambiguity & Preference Reversals 10/4**


**Class 7: Framing & Mental Accounting 10/18**


**Class 8: Fairness & Numeracy 10/25**


**Class 9: Emotion & Memory 11/1**


**Class 10: Goals and Salient Reference Points 11/8**


**Class 11: Morality & Motivated Reasoning 11/15**


**Class 12: Games 11/22**


**Class 13: Counterfactual Thinking & Social Comparison 11/27**


**Class 14: Models and Algorithms, Defaults & Nudges 12/6**


*Dietvorst, B. & Simonsohn, U. (working paper). Intentionally “Biased”: People Purposely Use To-Be-Ignored Information, But Can Be Persuaded Not To*


Optional

Bergman, P. & Rogers, T. (working paper). The impact of defaults on technology adoption, and its underappreciation by policymakers.

**Negotiation**


**Advice**

