



Università degli Studi di Padova

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Psicologia

Venerdì 31 Gennaio 2014

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EXPERIMENTAL ECONOMICS: DECISION MAKING, ALTRUISM, COOPERATION AND COMPETITION

M-PSI/05, , 6 crediti

Corsi di laurea / indirizzi:

> Lauree magistrali N.O. DM 17/2010 / [Psicologia sociale, del lavoro e della comunicazione \(M-3\)](#)

Prof. Dal Martello Maria Felicità

Sede e calendario lezioni

Dati statistici votazioni esami

Teaching language

Inglese

Educational And Training Objectives

This course aims to provide an introductory knowledge of decision making theories and research methods, and, in particular, it will cover social decisions in situations where the choice is between cooperation and competition (i.e. between altruistic and selfish behaviours).

Pre-requisites

Basic knowledge of English

Course content

Heuristics and Biases in Judgment and Decision Making
 Theories on Decision Making
 The Evolution of Altruism
 Games of Cooperation and Competition
 Strong Reciprocity and Human Altruism
 Happiness

Recommended reading

Heuristics and Biases:

Gigerenzer, G. & Goldstein, D.G. (1996). Reasoning the fast and frugal way: Models of bounded rationality. *Psychological Review*, 103(4), 650-669.Kahneman, D. (2003). A perspective on judgment and choice: Mapping bounded rationality. *American Psychologist*, 58, 697-720.Plous, S. (1993) *The psychology of Judgment and Decision Making*. New York: McGraw-Hill (109-173; 217-230)Tversky, A. & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and Biases. *Science*, 185, 1124-1131. Reprinted in Kahneman, D., Slovic, P. & Tversky, A. (1982), *Judgment under uncertainty: heuristics and biases*.

Cambridge, UK: Cambridge University Press. pp. 3-20.

Theories on Decision Making:

Baron, J. (2010). *Thinking and Deciding*. Cambridge. (pp 223-259)Kahneman, D., & Tversky, A. (1979). Prospect Theory: An Analysis of Decision Under Risk. *Econometrica*, 47, 263-291.J. L. Knetsch, J. L. (1989). The Endowment Effect and Evidence of Nonreversible Indifference Curves. *The American Economic Review*, 79 (5), 1277-84.Plous, S. (1993) *The psychology of Judgment and Decision Making*. New York: McGraw-Hill (p. 79-105).

The evolution of altruism:

Silk, J. B. (2005). The Evolution of Cooperation in Primate Groups. In Gintis, H., Bowles, S., Boyd, R. and Fehr, E. [eds] *Moral Sentiments and Material Interests. The Foundation of Cooperation in Economic Life*. Cambridge, MA and London: MIT Press (p. 43-73).Brosnan, Sarah F. & De Waal, Frans B. M. (2003). Monkeys reject unequal pay. *Nature*, 425, 297-299.De Waal, F. B. M. Berger, M. L. (2000). Payment for labour in monkeys. *Nature*, 404, 563.

Games of cooperation and competition:

Kahneman, D., Knetsch, J. L. & Thaler, R. H. (1986). Fairness and the Assumptions of Economics. *Journal of Business*, 59, 4, 285-300.Sanfey, A. G. & al. (2003). The neural basis of economic Decision-Making in the Ultimatum Game. *Science*, 300, 1755-1758

Strong Reciprocity and Human Altruism:

Strong Reciprocity and Human Altruism:

Fehr, E. and Fischbacher, U. (2003). The nature of human altruism. *Nature*, 425, 785-791.Henrich, J., Boyd, R., Bowles, S., Camerer, C., Fehr, E. and Gintis H. & McElreath, R. (2001). In search of Homo Economicus: Behavioral Experiments in 15 Small-scale Societies. *American Economic Review*, 91, 73-78.

Happiness:

Hsee, C.K., Hastie, R., Chen, J. (2008). Hedonomics: Bridging decision research with happiness research. *Perspectives on Psychological Science*, 3, 224-243.Gilbert, D.T. & Wilson, T.D. (2007). Prospect: Experiencing the future. *Science*, 317, 1351-1354.Kahneman, D., Krueger, A.B., Schkade, D., Schwarz, N., & Stone, A.A. (2006). Would you be happier if you were richer? A focusing illusion. *Science*, 312(5782), 1908-1910.

Teaching methods

The approach used is interdisciplinary. We will examine studies of social and cognitive psychology, behavioural economics, evolutionary biology and social neuro-economics.

During lectures students will have the opportunity to participate in frequent empirical demonstrations of the phenomena studied, through 'games' inspired by behavioural economics. The course will be given in English.

Assessment methods

Type of examination: Written**Written examination:** Open questions

Teaching tools

The course will include some lectures given by Professor Laurence T. Maloney of New York University (NYU) on decision making theories, and on decision making and action.

COMUNICAZIONI AGLI STUDENTI (a cura del docente)

Nessuna comunicazione disponibile.

