



COURSE (MODULE) DESCRIPTION

Course title	Code
Behavioral and Experimental Economics	

Staff	Department
Dr. Aidas Masiliūnas	The University of Sheffield
Dr. Matthias Weber	University of St. Gallen
Laura Galdikienė	Faculty of Economics and Business Administration

Study cycle	Course type
First (Bachelor's)	Optional

Form of implementation	Period of implementation	Language of instruction
Hybrid	Fall semester	English

Requirements for student	
Prerequisites: Economic Principles I+II	Additional requirements (if any): None

Number of ECTS credits	Student's workload	Contact hours	Individual work hours
5	130	36	94

Purpose of the course and competences developed
The purpose of the course is to provide students with knowledge about behavioral and experimental economics. The main objective of this course is to review the main results obtained in behavioral and experimental economics. Another objective is after critically discussing the findings, developing own research ideas and learning how to design own experiments.

Learning outcomes (corresponding learning outcomes of the programme)	Teaching methods	Assessment methods
Will learn to apply behavioral models in different fields of economics.	Lectures, homework	Written exam (60%) Experimental project (25%) Presentation (15%)
Learn how to analyze the main strengths and weaknesses of experimental research.	Lectures, tutorials	
Learn to differentiate between situations in which human behavior converges to a rational benchmark and situations where it does not.	Lectures	
Develop critical thinking skills and apply them to economic experiments.	Lectures, presentation, tutorials	
Construct complex arguments and communicate them.	Lectures, presentation, tutorials	
Organize and plan their own work independently and make decisions depending on circumstances.	Lectures, presentation, tutorials	

Course themes	Contact / Individual work: time and assignments								Assignments
	Lectures	Tutorials	Seminars	Practical classes	Laboratory work	Practice	Contact hours	Individual work	
Introduction to behavioral and experimental economics and experiments in social sciences	2						2	4	Angner Ch. 1
Market experiments, oligopoly, auctions, mechanism design	1	2					3	2	Holt Ch. 2
Individual decision-making: heuristics and biases	2						3	5	Angner Ch. 3 Kahneman, Knetsch and Thaler (1991)
Decision-making under risk and uncertainty	2						3	5	Angner Ch. 5 Holt and Laury (2002)
Intertemporal choice	2						2	5	Angner Ch. 9
Introduction to game theory	2						2	5	Angner Ch. 10
Behavioral game theory	3						3	7	Angner Ch. 11
Presentation and discussion of recent research		2					2	8	Presentation of assigned papers
Prospect theory	4						4	10	
Behavioral expectation formation	4						4	10	
Social preferences	3						3	5	
Experimental economics methodology	6						6	10	
Developing and presenting own research ideas		1					1	18	Presentation of experimental project
Total	31	5					36	94	

Assessment strategy	Share in %	Time of assessment	Assessment criteria
Written exam	60	At the end of the course	The exam will consist of both longer open questions in which students have to show their analytical capabilities and of shorter questions that test knowledge.
Presentation	15	During the course	Students will present and discuss the design and results of an academic paper.
Experimental project	25	During the course	Students will come up with a novel research question, develop testable hypotheses, design an experiment, collect data in a pilot experiment and discuss the results in an essay and a presentation.

Author	Published	Title	Issue No.	Publishing house
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	in		or Volume	or Internet site
Required reading				
Erik Angner	2016	A Course in Behavioral Economics	Second edition	Palgrave Macmillan
Charles A. Holt	2019	Markets, Games, and Strategic Behavior	Second edition	Princeton University Press
Charles A. Holt and Susan Laury	2002	Risk Aversion and Incentive Effects	92	American Economic Review
Kahneman, D., Knetsch, J. and Thaler, R.	1991	Anomalies: The Endowment Effect, Loss Aversion, and Status Quo Bias	5	Journal of Economic Perspectives