Module title: Seminar: Decision Making and Incentive Design
Abbreviation: 12-iAO-212-m01

Module coordinator: holder of the Chair of Economics, Information and Contract Economics
Module offered by: Faculty of Business Management and Economics

ECTS: 5
Method of grading: numerical grade
Only after succ. compl. of module(s): --

Duration: 1 semester
Module level: undergraduate
Other prerequisites: --

Contents
This seminar covers the following special topics in organisational economics:
• Hidden costs of control - theory and evidence
• Reciprocity and incentives - experimental evidence
• Task meaning, respect, and performance effects - experimental evidence
• Leadership - theory and evidence

Intended learning outcomes
Drawing on current cutting-edge research, students are enabled to critically and independently analyze current research questions and to learn and apply research methods. The seminar style of the course teaches them to present their own seminar papers and research both in written and in oral form. Students are enabled to critically analyze and discuss the work of their peers.

Courses (type, number of weekly contact hours, language — if other than German)
S (2)
Module taught in: German and/or English

Method of assessment (type, scope, language — if other than German, examination offered — if not every semester, information on whether module is creditable for bonus)
Term paper (approx. 10 pages) and presentation (approx. 20 minutes), (weighted 2:1)
Language of assessment: German and/or English

Allocation of places
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Additional information
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Referred to in LPO I (examination regulations for teaching-degree programmes)
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Module appears in
Master’s degree (1 major) China Business and Economics (2021)
Bachelor’ degree (1 major) Business Information Systems (2021)
Bachelor’ degree (1 major) Economathematics (2021)
Bachelor’ degree (1 major) Business Management and Economics (2021)
Bachelor’s degree (1 major, 1 minor) Business Management and Economics (Minor, 2021)