




Decision-Making in Organizations and Teams (Bachelor)

Prof. Dr. Alicia von Schenk, Junior Professorship in Applied Microeconomics,
esp. Human-Machine Interaction



 Bachelor Compulsory Elective
 Lecture + Tutorial |  5 ECTS

Course Structure:

- Paper-based learning with **empirical studies** 
- Useful basics: Microeconomics & Statistics 
-  **Exam (60 min) or Term Paper (15-20 pages)** depending on class size
+ **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
- Multitasking

