

## **Decision-Making in Organizations and Teams (Bachelor)**

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







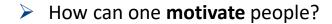
## **Course Structure:**

- 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 decisionmaking in teams and firms
- Understand how economic behavior unfolds in interactive contexts and strategic situations





- How does the power and illusion of control shape our decisions and actions?
- Do monetary incentives attract particular employees?

## Covered Topics, e.g.:





- Social Punishment
- > The Leader as a Coordinator



- Monitoring and Crowding-Out
- Mission Orientation, Award and Recognition
- Multitasking







