

## Course Overview

Success in firms and institutions depends on how well they are organized. Why do some organizations foster **cooperation** while others struggle with inefficiency? How do digital technologies reshape incentives and decision-making?

This course explores **organizational economics** and **digital transformation**, using game theoretical concepts and economic reasoning to analyze cooperation, incentives, AI-driven decision-making, and institutional change.

## Key Topics

- ✓ Organizational Challenge & **Social Dilemmas**
- ✓ **Sacrifice**, Individual Rationality, and Preferences
- ✓ **Algorithmic Bias** & AI in Decision-Making
- ✓ (Behavioral) Game Theory & Strategic Interaction
- ✓ Institutional Change & **Organizational Cooperation**
- ✓ Repeated Games & Algorithmic Collusion
- ✓ Digital Business Models and **AI in Organizations**






## Learning Approach

- ◆ Problem-Driven Approach & Interactive Format
- ◆ Hands-On Exercises & Food for Thought Questions
- ◆ Group Bonus Project: "AI for Cooperation in Organizations"

## Motto

*"Perfection is achieved, not when there is nothing more to add, but when there is nothing left to take away."*  
— Antoine de Saint-Exupéry

## Course Format

-  Weekly Lectures & Exercises
  -  **Bonus Project**
    - Group presentations presumably on July 16
    - Improve by one grade step (0.3/0.4), conditional on passing the (main) exam!
  -  Final written **exam** of 60 minutes:
    - Calculations and/or multiple choice (~40%)
    - Writing a short **essay** using the concepts learned in the lecture (~60%)
- Practice and sample questions provided during exercise sessions!

