Incentives in Organisations (Master)

Wintersemester 2018/2019

**Hours per Week**

**Lecture: Prof. Dr. Thomas Zwick**
Weekly lecture from 17.10.2018 to 06.02.2019

- Wednesday 12 pm to 2 pm (HS 414)

**Tutorial:** Dates will be announced

**Exam**
Written exam at the end of the semester

**Content**

Lectures and tutorials focus on central research questions of the principal agent model, personnel economics, and human resources management. Lectures and tutorials complement each other and give a specific priority to the implementation of financial incentives in firms. On the basis of scientific papers we discuss theoretical models, descriptive analyses, (advanced) econometric studies, and case studies.

1. Principal-agent theory
2. Do top managers earn too much?
3. Performance-based payment
4. Implementation of performance-based payment in companies
5. Seniority payment
6. Impact of seniority payment on employment
7. Efficiency wages
8. Team incentives