Incentives in Organisations (Master)

Winter Term 2019/2020

Hours per Week

Lecture: Prof. Dr. Thomas Zwick
Weekly lecture from 14.10.2019 to 05.02.2020
- Wednesday 12 pm to 2 pm (c.t.) (HS 414)

Tutorial: Patrick Sturm, M.Sc.
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