



ORIGINAL COURSE IMPLEMENTATION DATE: January 2019
 REVISED COURSE IMPLEMENTATION DATE:
 COURSE TO BE REVIEWED (six years after UEC approval): May 2024
 Course outline form version: 10/27/2017

OFFICIAL UNDERGRADUATE COURSE OUTLINE FORM

Note: The University reserves the right to amend course outlines as needed without notice.

Course Code and Number: ECON 395	Number of Credits: 3 Course credit policy (105)														
Course Full Title: Introduction to Behavioural Economics Course Short Title: Intro to Behavioural Economics <i>(Transcripts only display 30 characters. Departments may recommend a short title if one is needed. If left blank, one will be assigned.)</i>															
Faculty: Faculty of Social Sciences	Department (or program if no department): Economics														
Calendar Description: Students will learn what basic psychological phenomena are most important for economic consideration, how to distinguish these phenomena from simple decisions and capture them in economic terms, and how this analysis affects our understanding of basic economic questions.															
Prerequisites (or NONE):	45 university-level credits, including ECON 207 and ECON 307.														
Corequisites (if applicable, or NONE):															
Pre/corequisites (if applicable, or NONE):															
Antirequisite Courses <i>(Cannot be taken for additional credit.)</i> Former course code/number: Cross-listed with: Dual-listed with: Equivalent course(s): <i>(If offered in the previous five years, antirequisite course(s) will be included in the calendar description as a note that students with credit for the antirequisite course(s) cannot take this course for further credit.)</i>	Special Topics This course is offered with different topics: <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes <i>(Double-click on box to select it as checked.)</i> If yes, different lettered courses may be taken for credit: <input type="checkbox"/> No <input type="checkbox"/> Yes, repeat(s) <input type="checkbox"/> Yes, no limit <i>(The specific topic will be recorded when offered.)</i>														
Typical Structure of Instructional Hours <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>Lecture/seminar hours</td><td style="text-align: center;">45</td></tr> <tr><td>Tutorials/workshops</td><td></td></tr> <tr><td>Supervised laboratory hours</td><td></td></tr> <tr><td>Experiential (field experience, practicum, internship, etc.)</td><td></td></tr> <tr><td>Supervised online activities</td><td></td></tr> <tr><td>Other contact hours:</td><td></td></tr> <tr><td style="text-align: right;">Total hours</td><td style="text-align: center;">45</td></tr> </table>	Lecture/seminar hours	45	Tutorials/workshops		Supervised laboratory hours		Experiential (field experience, practicum, internship, etc.)		Supervised online activities		Other contact hours:		Total hours	45	Transfer Credit Transfer credit already exists: <i>(See bctransferguide.ca.)</i> <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes Submit revised outline for rearticulation: <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes <i>(If yes, fill in transfer credit form.)</i>
Lecture/seminar hours	45														
Tutorials/workshops															
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Experiential (field experience, practicum, internship, etc.)															
Supervised online activities															
Other contact hours:															
Total hours	45														
Labs to be scheduled independent of lecture hours: <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	Grading System <input checked="" type="checkbox"/> Letter Grades <input type="checkbox"/> Credit/No Credit Expected Frequency of Course Offerings: Biennial <i>(Every semester, Fall only, annually, every other Fall, etc.)</i>														
Department / Program Head or Director: Michael K. Maschek, Ph.D.	Date approved: January 2018														
Faculty Council approval	Date approved: February 2018														
Dean/Associate VP: Jacqueline Nolte	Date approved: February 2018														
Campus-Wide Consultation (CWC)	Date of posting: April 13, 2018														
Undergraduate Education Committee (UEC) approval	Date of meeting: May 18, 2018														

Learning Outcomes:

Upon successful completion of this course, students will be able to:

- Identify the basic psychological phenomena and cognitive biases most important for economic analysis of decision making
- Evaluate experimental economic studies' ability to identify these psychological phenomena and cognitive biases.
- Summarize evidence of these phenomena and biases in real world empirical data and market outcomes.
- Evaluate current economic models of decision making against evidence of these phenomena and biases.
- Explain the manner in which economic models of decision making have responded to the evaluation of these phenomena.

Prior Learning Assessment and Recognition (PLAR)

Yes No, PLAR cannot be awarded for this course because

Typical Instructional Methods (*Guest lecturers, presentations, online instruction, field trips, etc.; may vary at department's discretion.*)

Lectures, in-class discussion, and projects.

NOTE: The following sections may vary by instructor. Please see course syllabus available from the instructor.

Typical Text(s) and Resource Materials (*If more space is required, download Supplemental Texts and Resource Materials form.*)

Author (surname, initials)	Title (article, book, journal, etc.)	Current ed.	Publisher	Year
1. Angner	A Course in Behavioral Economics, 2 nd Edition	<input checked="" type="checkbox"/>	Worth	2017
2. Just	Introduction to Behavioral Economics	<input checked="" type="checkbox"/>	Wiley	2013
3. Cartwright	Behavioral Economics	<input checked="" type="checkbox"/>	Routledge	2014
4.		<input type="checkbox"/>		
5.		<input type="checkbox"/>		

Required Additional Supplies and Materials (*Software, hardware, tools, specialized clothing, etc.*)**Typical Evaluation Methods and Weighting**

Final exam:	30%	Assignments:	20%	Field experience:	%	Portfolio:	%
Midterm exam:	20%	Project:	%	Practicum:	%	Participation:	10%
Quizzes/tests:	20%	Lab work:	%	Shop work:	%	Total:	100%

Details (if necessary):**Typical Course Content and Topics**

Transaction utility and consumer pricing
 Mental accounting
 Status quo bias and default options
 The "Winner's Curse" and auction behaviour
 Bracketing decisions
 Representativeness and availability
 Confirmation and overconfidence
 Decision under risk and uncertainty
 Prospect theory and decision under risk or uncertainty
 Disagreeing with ourselves: projection and hindsight biases
 Naïve procrastination
 Committing and uncommitting
 Selfishness and altruism
 Fairness and psychological games
 Trust and reciprocity