

COURSE DETAIL

INCENTIVES AND MOTIVATION

Country

Norway

Host Institution

University of Oslo

Program(s)

University of Oslo

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Psychology Economics

UCEAP Course Number

103

UCEAP Course Suffix**UCEAP Official Title**

INCENTIVES AND MOTIVATION

UCEAP Transcript Title

INCENTIVE&MOTIVATN

UCEAP Quarter Units

8.00

UCEAP Semester Units

5.30

Course Description

This course presents theoretical and empirical research on work motivation and incentives. The course begins with the workhorse model of motivation in economics, the principal-agent model. Students discuss the strengths and limitations of this model and how it can be extended to include a broader set of concerns, or motivations, that drive individuals to perform well. The course examine topics including the extent that monetary incentives induce employees to work harder and smarter, classifying non-financial motivation, the importance of these other sources of work motivation, stimulating non-financial motivation, and the extent to which non-financial drivers are influenced by monetary incentives.

Language(s) of Instruction

English

Host Institution Course Number

ECON3810

Host Institution Course Title

INCENTIVES AND MOTIVATION

Host Institution Campus

Social Sciences

Host Institution Faculty

Host Institution Degree

Host Institution Department

Economics

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