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 Course Details

Host Institution Campus
Social Sciences

Host Institution Faculty

Host Institution Degree

Host Institution Department
Economics

Course Last Reviewed

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