

# COURSE DETAIL

## BEHAVIORAL ECONOMICS OF ORGANIZATIONS

**Country**

United Kingdom - England

**Host Institution**

King's College London

**Program(s)**

King's College London

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

Economics

**UCEAP Course Number**

113

**UCEAP Course Suffix**

N

**UCEAP Official Title**

BEHAVIORAL ECONOMICS OF ORGANIZATIONS

**UCEAP Transcript Title**

BEHAVIORAL ECON

**UCEAP Quarter Units**

6.00

**UCEAP Semester Units**

4.00

### **Course Description**

This course gives students a thorough introduction to the field of behavioral organizational economics. Students discuss seminal as well as current research papers in the field, featuring empirical studies as well as lab and field experiments. Students study employment relationships between workers and organizations and get to know key factors that shape them in a positive way. They focus on the two concepts of motivation and selection. When it comes to the question of how to motivate workers on their jobs, students discuss desired as well as unexpected effects incentives can have and examine the interplay between incentives, on the one hand, and cultural and psychological factors on the other. When it comes to selection and hiring, students tackle the question of how to best match candidates to jobs. Students also find out more about how to detect discrimination in the hiring process – and discuss measures that can help to mitigate or even eliminate it.

### **Language(s) of Instruction**

English

### **Host Institution Course Number**

5QQMN202

### **Host Institution Course Title**

BEHAVIORAL ECONOMICS OF ORGANIZATIONS

### **Host Institution Campus**

### **Host Institution Faculty**

### **Host Institution Degree**

### **Host Institution Department**

Business

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