

COURSE DETAIL

BEHAVIORAL ECONOMICS OF ORGANIZATIONS

Country

Denmark

Host Institution

University of Copenhagen

Program(s)

University of Copenhagen

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Economics

UCEAP Course Number

131

UCEAP Course Suffix**UCEAP Official Title**

BEHAVIORAL ECONOMICS OF ORGANIZATIONS

UCEAP Transcript Title

BEHAVIORL ECON/ORGs

UCEAP Quarter Units

6.00

UCEAP Semester Units

4.00

Course Description

This course explores the relationship between workers and firms. It begins by examining the issue of worker motivation from a traditional perspective. Assuming a rational, self-interested, forward-looking, utility-maximizing agent, the course studies the best way to structure that worker's monetary incentives. It then moves beyond purely financial motives, considering the role of psychological motives like social preferences, self-control issues, loss aversion, belief biases, as well as team dynamics and information frictions. Finally, the course shifts to the firm's perspective, focusing on worker recruitment and the design of compensation structures within a firm. Throughout the course, students engage with insights from labor economics, personnel economics, and behavioral economics and delve into the empirical methods used to address research questions in these fields, including microeconometric techniques, as well as lab and field experiments.

Language(s) of Instruction

English

Host Institution Course Number

AØKK08439U

Host Institution Course Title

BEHAVIORAL ECONOMICS OF ORGANIZATIONS

Host Institution Course Details

<https://kurser.ku.dk/course/a%c3%98kk08439u/2025-2026>

Host Institution Campus

Host Institution Faculty

Social Sciences

Host Institution Degree

Master

Host Institution Department

Economics

Course Last Reviewed

2025-2026

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