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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