# Syllabus 2019-2020

# Behavioral and Digital Economics for Effective Management (BDEEM)

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| Course title | Experimental economics, Markets and Negotiation |
| Teacher | Francois Cochard |
| shared course | 🞏No 🗹Yes, with M1 E-achat "Experimental games and negotiation" |
| Hourly volume | 21 HCM |
| Evaluation methods | Written final exam |
| Course summary | This course presents the main experimental and theoretical literature of negotiation and auctions, and allows the student to simulate them in classroom experiments. |
| Course knowledges | * Axiomatic (cooperative) theory of negotiation
* Strategic (non cooperative) theory of negotiation
* The cognitive biases in negotiation
* Behavior in simple auction designs
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| General skills | * Finding the Nash equilibrium in static or dynamic games
* Comparing theoretical predictions to experimental results.
* Discovering human cognitive biases and seemingly irrational behavior.
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| Specific skills | * Being able to understand and solve negotiation situations and auctions using economic analysis
* Simulating simple strategic interaction situations of negotiation and auctions
* Being aware of the main factors that may have an impact in negotiations and auctions, including psychological factors (patience, risk aversion, emotions, …)
* Analyzing the behavioral biases that may plague negotiation and auction behavior (examples : buyer’s and bidder’s curse, "over-bidding", etc.).
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