

Syllabus

Behavioral and Digital Economics for Effective Management (BDEEM)

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| Course title | Experimental Economics, Markets and Negotiation |
| Teacher | François Cochard |
| shared course | No X Yes |
| Hourly volume | 15 |
| Evaluation methods | |
| Course summary | <p>This course presents the main experimental and theoretical literature of negotiation and auctions, and allows the student to simulate them in classroom experiments.</p> <p>Contents:</p> <ul style="list-style-type: none"> - Defining a negotiation - Axiomatic (cooperative) theory of negotiation - Strategic (non cooperative) theory of negotiation - The impact of cognitive biases in negotiation - Behavior in simple auction designs |
| Skills | <ul style="list-style-type: none"> - 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.). |

