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**Course Syllabus**

**Faculty of Managerial Sciences**

**BA 434 Decision Making   
Summer Term**

**Instructor:** Burak Kağan Demirtaş

**E-mail:** burakkagan.demirtas**@**agu.edu.tr

**Office/Phone:** -

**Office Hours:** -

**Course days and hours:**

**Labs:** None

**Location:**

**Course Credit: Prerequisites: None**

**Course Description:** The coursecovers decision making theories and some of their applications including both single-person and multi-person decision making. The following topics are discussed: Rational Decision Theory, Single-person Decision Making, Consumer Theory, Psychological Biases, Multi-person decision making, Behavioral decision theories, Heuristics, and Behavioral Public Policy.

**Required Textbook/s:** Takemura, Kazuhisa. "Behavioral decision theory." Psychological and mathematical descriptions of human choice behavior: Springer Japan (2014).

**(**[**https://link.springer.com/content/pdf/10.1007%2F978-4-431-54580-4.pdf**](https://link.springer.com/content/pdf/10.1007%2F978-4-431-54580-4.pdf)**)**

Selected Papers

**Additional Resources:**

**Learning Objectives and Outcomes:**

By the end of this course, students will be able:

1. To understand Rational Decision Theory and Decision under uncertainity

2. To understand strategic decision making

3. To understand psychological foundations of decision making

**Teaching Methodology:**

Learners will be provided with as much opportunities of hands-on practice as possible with the aim of striking a balance between learner-centeredness and sufficient guidance. Various forms of interaction (i.e. pair work and group work) will also be encouraged to cater for learners with different learning styles. Additionally, individuals will be expected to produce both in-class writings and homework assignments in addition to the reading tasks, which will encourage them to reflect and think critically. Technology will also be incorporated into the classroom procedures in order to create a better learning environment.

**Grade Distribution:** *Final grades are based on the following*

**Evaluation Criteria**  **Percentage**

Midterm(in-class) 40%

Final Exam 50%

Participation 10%   
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Total: 100%

**Grading Scale:**

A 4,00 90-l00

A- 3,67                87-89

B+ 3,33                      83-86

B 3,00                      80-82

B- 2,67                      77-79

C+ 2,33                      73-76

C 2,00                      70-72

C- 1,67                      64-69

D+ 1,33                      56-63

D 1,00                      50-55

F 0,00                      0-49

*For a detailed description of grading policy and scale, please refer to the website* [*https://goo.gl/HbPM2y*](https://goo.gl/HbPM2y) *section 28.*

**Course Policies:**

* For the AGU Make-up policy, please refer to the website <https://goo.gl/HbPM2y> section 26.
* Please, no eating in class
* English should be used at all times to communicate with one another during instruction hours.
* Please, respect the allotted times provided for breaks.
* Cell phones must be turned off and put away during class. When using the computer do not surf on the web or write personal emails, etc.
* Please, bring the required materials, including textbooks and notebooks.
* Please be prepared, having read, written and studied the assigned lessons, articles, or passages;
* Please be ready to write assignments in class that will be graded; and most importantly work cooperatively with other students.

**Attendance Policy:**

* Be in the class on time (being late for class is an extreme annoyance to the entire class).
* Class attendance is strongly recommended and will count toward your participation grade. Regular class time will include informal assessment activities for which points will be assigned. Participation in these activities will help you prepare for exams and homework and also provide me with feedback on your progress.
* For a detailed description of AGU attendance policy, please refer to the website at <https://goo.gl/HbPM2y> section 25.

**Email Policy:**

When contacting the instructor, please use the Canvas email feature. Only use my firstname.lastname@agu.edu.tr if Canvas is not accessible (server down, etc). Include in the subject line the class and section number (CISXXX, Section XXXX). If this information is not included, your email may not be answered. Any announcements or warnings will be send to your AGU e-mail. Therefore it is the responsibility of every student to read his/her AGU e-mails and CANVAS emails regularly. AGU webmail can be accessed through [*https://mail.agu.edu.tr*](https://mail.agu.edu.tr)

**Cheating & Plagiarism:**

You are responsible for knowing the University policies on cheating and plagiarism. Not giving credit to a person for their intellectual work and passing it off as your own is stealing.

Specifically:

1. Copying or allowing someone to copy your work on an exam, homework, or in class assignment is cheating.
2. Cutting and pasting material from the web or any other electronic source is plagiarism.
3. Copying and turning in the same assignment as someone else, from this class or from another class, is cheating. Unless explicitly told otherwise, you can discuss and problem- solve on homework together but the final product has to be your own – not just your own handwriting but your own way of explaining and organizing your ideas.
4. Making superficial changes (minor additions, deletions, word changes, tense changes, etc) to material obtained from another person, the web, a book, magazine, song, etc. and not citing the work, is plagiarism. The idea is the intellectual property, not the specific format in which it appears (e.g., you wouldn’t reword Einstein’s theory of relativity and imply that relativity was your own idea, would you?)
5. If you find material and it is exactly what you are trying to say, or you want to discuss someone’s idea, give the person credit and cite it appropriately. Don’t overuse citations and quotes: instructors want to know how you think and reason, not how some one else does.

If you have any questions or concerns about whether your behavior could be interpreted as plagiarism, please ask me before you submit the work.

**For a detailed description of AGU policies, please refer to the website at** [**https://goo.gl/FjLhzH**](https://goo.gl/FjLhzH)

**Course Outline:**

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| Week | Topic | Description, Assignments and Required Readings |
| 1st | Introduction and Overview |  |
| 2nd | Rational Decision Theory |  |
| 3rd | Consumer theory and Single-person Decision Making |  |
| 4th | Decision Making Under Risk, Prospect Theory |  |
| 5th | Deviation from Rational Theory and Psychology Endowment Effect, Anchoring, Altruism, Fairness, Social Interections |  |
| 6th | Multi-person decision making |  |
| 7th | Information Processing Theories |  |
| 8th | **Final Exam Week** | **Final Exam** |