

# **SBWL Decision Sciences: Game Theory, Psychology, and Data Analysis**

**Institute for Cognition and Behavior  
&  
Institute for Markets and Strategy**



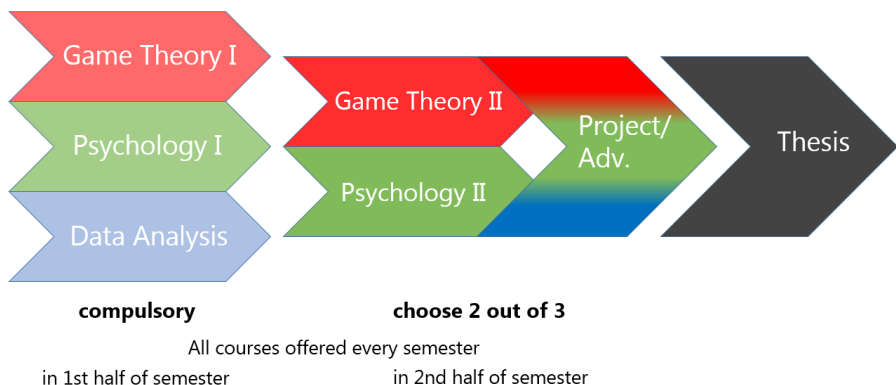
**6 Courses  
Taught in English  
All courses offered every semester**

**Compulsory courses:**

Game Theory I  
Business Psychology I  
Empirical Data Analysis  
(usually offered in the first half of the semester)

**Choose two out of these three courses:**

Game Theory II+Project course, or  
Business Psychology II+Project course, or  
Business Psychology II + Game Theory II  
(usually offered in the second half of the semester)



**On successful completion of the SBWL, students should be able to:**

- be familiar with different sources of empirical evidence (surveys, experiments, field data) and the appropriate methods to analyze them,
- demonstrate basic knowledge and understanding of game-theoretical tools and solution concepts,
- demonstrate an understanding of the underpinnings and core psychological concepts involved in managerial decision-making,
- analyze strategic situations and the incentives of players therein,
- analyze decision-making behavior with respect to psychological aspects and biases,
- derive predictions about decision-making and behavior in economic contexts

## The Courses

### **Empirical Data Analysis (PI, 2 SWS)**

- Empirical identification problem
- Basic and multiple regression
- Instrumental variables, regression discontinuities analysis
- Laboratory, online, and field experiments
- Time series data analysis

### **Game Theory I: Strategic behavior (PI, 2 SWS)**

- Basics of game theory, what is a strategy?
- Markets: Competition and collusion, market structure
- Markets: Timing and commitment
- Bargaining and negotiation, committee agenda setting
- Cooperation, common pools and public goods

### **Game Theory II: Information (PI, 2 SWS)**

- Advanced concepts in game theory, imperfect information
- Reputation
- Private value auctions
- Common value auctions
- Signaling and cheap talk

### **Business Psychology I (PI, 2 SWS)**

- Motivation & incentives
- Attitude development & perception
- Judgment & decision making
- Social Cognition and blind spots
- Manipulation, nudging, and practical implications

### **Business Psychology II (PI, 2 SWS)**

- Leadership behavior & power
- Group structure & process
- Interpersonal communication
- Trust and cooperation
- Emotions/action/norms

### **Project / Advanced Course (PI, 2 SWS)**

The specific design and offerings of this course may vary from term to term, in order to cater to the heterogenous skills/interests of students and depending on the availability of real-world business projects.

## To apply:

- Register for AG Access to Specialization:  
Decision Sciences: Game Theory, Psychology,  
and Data Analysis in LPIS
- Fill out the application form on our website  
<http://www.wu.ac.at/ims>



- Upload your CV, performance record and  
motivational letter to LEARN@WU.

### Preconditions for non-BBE students:

- STEOP: Intro BWL, Intro VWL, Math
- CBK: Stats
- or equivalent

### Preconditions for BBE students:

- Business and Society
- Foundations in Microeconomics
- Quantitative Methods 1+2
- or equivalent Introductory Phase

We accept a limited number of  
50 students per term.

We are looking for students who  
are clever, creative, and analytical.



For more information, please visit [www.wu.ac.at/ims](http://www.wu.ac.at/ims)