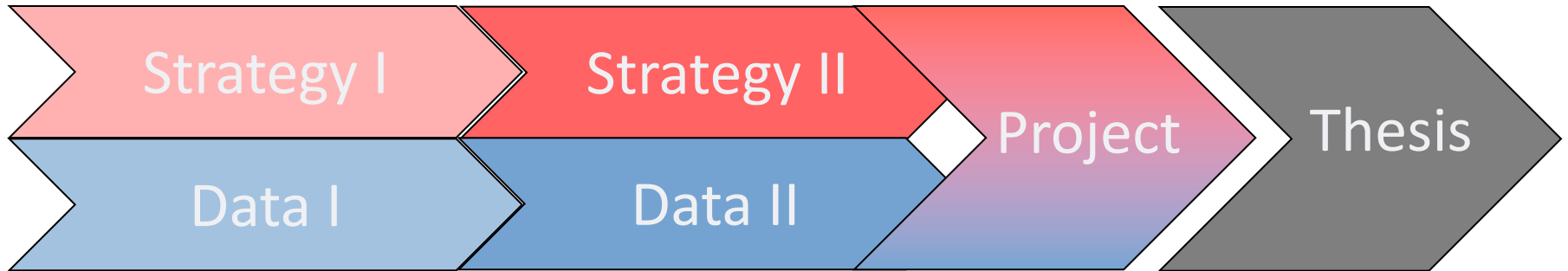
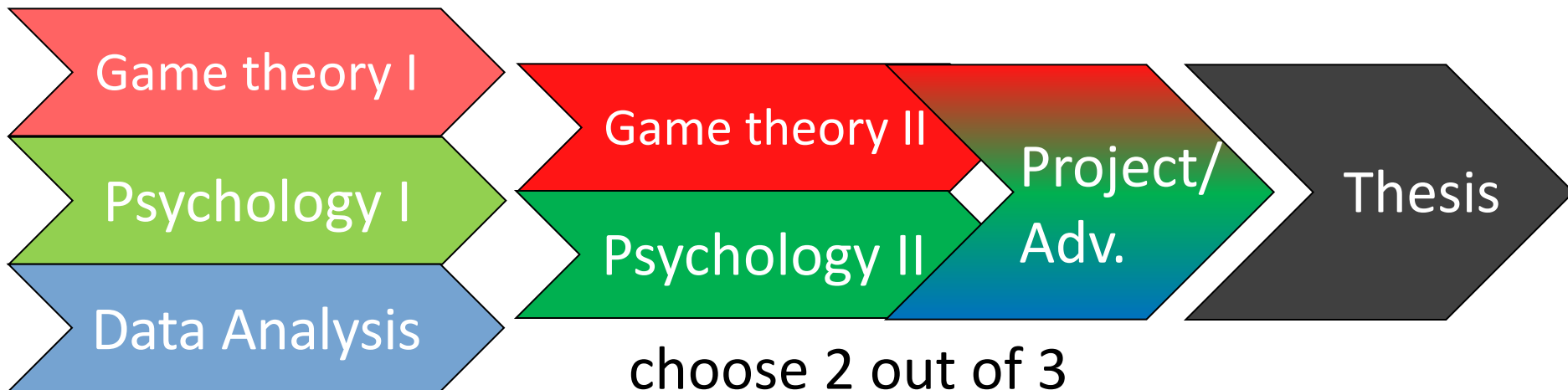


# New SBWL Decision Sciences: Game Theory, Psychology, and Data Analysis

- SBWL Strategy and Data: all 5 courses compulsory



- new SBWL Decision Sciences: some choice



compulsory

choose 2 out of 3

Typically GtII+Proj. or PsII+Proj.

All courses offered each semester

in 1<sup>st</sup> half of semester

in 2<sup>nd</sup> half of semester

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

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## Game theory I

Game theory basics, complete information, competition, bargaining, commitment, coordination, infinite horizons, ...

## Game theory II

Incomplete information games, auctions, reputation, signaling, herding, voting, committees, ...

## Psychology I

Ind. Decisions: motivation, learning, judgement, context, reference points, social cognition, nudging, survey methods ...

## Psychology II

Decisions in institutions: leadership, power, groups, communication, trust, emotions, norms, conflict, ...

## Data

Basic/multiple regression, probit, instruments, discontinuities, experiments, time series, big data, ...

## Project/Adv.

Project: real case with partner, theory & data analysis  
Advanced: current res on negotiations, decision biases, etc.

- all taught in English language
- SBWL can be completed in 1, 2, or 3 semesters

# Switching between SBWL Strategy and Data and SBWL Decision Sciences

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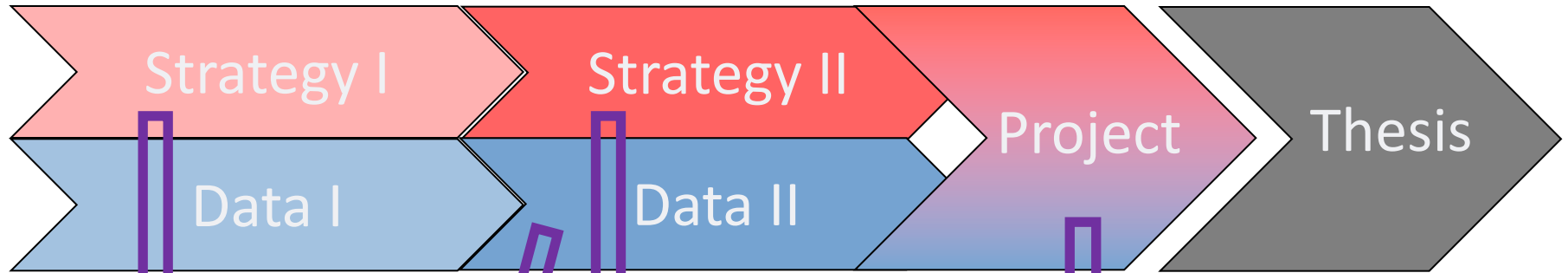
- Starts in SS 2022
- **Students in SBWL “Strategy and Data”**
  - can complete until end of WS 2022/23, **or**
  - can transfer to new SBWL (deadline: 30 Nov 2021) according to the following course transfer rules

<b>SBWL Strategy and Data</b>		<b>SBWL Decision Sciences</b>
Strategy I	→	Game Theory I
Data I		(not transferred)
Strategy II	→	Game Theory II
Data II	→	Data analysis
Project course	→	Project/Advanced course

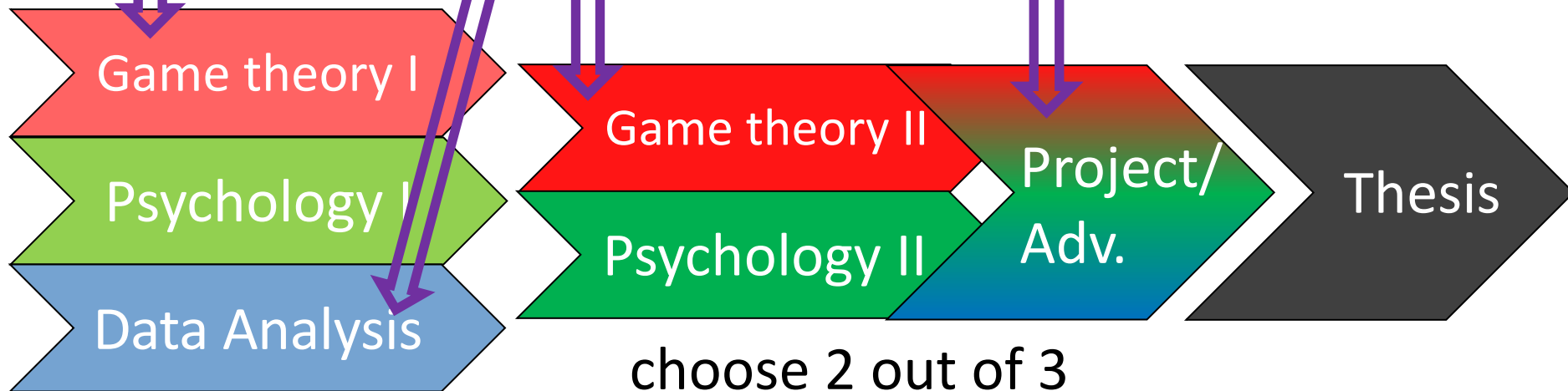
- to ease transfer, this term students who want to switch to new SBWL can take Data II without having Data I

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

- SBWL Strategy and Data: all 5 courses compulsory



- new SBWL Decision Sciences: some choice



compulsory

choose 2 out of 3

Typically GtII+Proj. or PsII+Proj.