

Seminar Behavioral Personnel Economics (SS 2011)

Course Title: Behavioral personnel economics

Instructor: Dr. Susanne Neckermann

Method (hours per week): seminar (3)

Course level: Bachelor and Diplom

Course language: German or English

ECTS-Credits: 4 (Bachelor) or 6 (Diploma)

Course description: This seminar provides a short introduction to personnel economics, the analysis of organizations and human relations from an economist's point of view. Behavioral economics has provided both theory and evidence on how human behavior deviates from neoclassical assumptions. These findings have important implications for the optimal design of incentives in principal-agent relationships. In this seminar, we will study a number of recent theoretical and empirical papers that look at behavior in the workplace. Among others, the topic of the seminar include non-financial work incentives, reference-dependent preferences, and peer effects.

After an introductory meeting at the beginning of the semester (15th February, 17.00 at ZEW, Raum Hamburg) the seminar takes place as a block seminar on 7th and 10th of March, 2011 at ZEW (Raum Hamburg). Students can sign up for the seminar until 26th November, 2010. Please send an email to Susanne Neckermann including your matrikel number.

Contact person: Dr. Susanne Neckermann, phone: 0621/1235-309, ZEW, L 7, 1, email: neckermann-at-zew.de

Prerequisites: basic knowledge in empirical data analysis.

Examination: Seminar paper (max. 20 pages), presentation, discussion. Seminar papers encompass the analysis of a current working paper in the area of behavioural personnel economics and include a discussion of major weaknesses and strengths as well as suggestions for the improvement of the analysis/experiment.

The research papers will be made available either prior to or in the introductory session. The seminar papers have to be submitted to Susanne Neckermann by 5th March, 2011.