COURSE OUTLINE

(1) GENERAL

SCHOOL	APPLIED ECONOMICS AND SOCIAL SCIENCES		
DEPARTMENT	AGRICULTURAL ECONOMICS & RURAL DEVELOPMENT		
STUDY LEVEL	*Undergraduate*		
COURSE CODE	306	**SEMESTER**	**4th**
COURSE TITLE	BEHAVIORAL & EXPERIMENTAL ECONOMICS		
INDEPENDENT TEACHING ACTIVITIES *if credits are awarded for separate components of the course, e.g. lectures, laboratory exercises, etc. If the credits are awarded for the whole of the course, give the weekly teaching hours and the total credits*		**WEEKLY TEACHING HOURS**	**CREDITS**
		5	6
Add rows if necessary. The organisation of teaching and the teaching methods used are described in detail at (d).			
COURSE TYPE *general background, special background, specialised general knowledge, skills development*	Special background		
PREREQUISITE COURSES:			
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	Greek		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	No		
COURSE WEBSITE (URL)			

(2) LEARNING OUTCOMES

Learning outcomes

The course learning outcomes, specific knowledge, skills and competences of an appropriate level, which the students will acquire with the successful completion of the course are described.

Consult Appendix A

- *Description of the level of learning outcomes for each qualifications cycle, according to the Qualifications Framework of the European Higher Education Area*
- *Descriptors for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Appendix B*
- *Guidelines for writing Learning Outcomes*

The course is an introduction to the field of behavioral economics. Upon successful completion of the course, student will be able to understand descriptive economic models that incorporate information related to economic behavior from psychology. They will be able to approach cases where the observed behavior contradicts the predictions of normative microeconomic models of consumer behavior, using new and improved models resulting from relaxing some restrictive assumptions, such as unbounded rationality, unlimited willpower and pure egocentric motives.

General Competences

Taking into consideration the general competences that the degree-holder must acquire (as these appear in the Diploma Supplement and appear below), at which of the following does the course aim?

Search for, analysis and synthesis of data and information, with the use of the necessary technology	*Project planning and management*
Adapting to new situations	*Respect for difference and multiculturalism*
Decision-making	*Respect for the natural environment*
Working independently	*Showing social, professional and ethical responsibility and sensitivity to gender issues*
Team work	*Criticism and self-criticism*
Working in an international environment	*Production of free, creative and inductive thinking*
Working in an interdisciplinary environment	*……*
Production of new research ideas	*Others…*
	…….

Working independently
Decision-making
Criticism and self-criticism
Production of free, creative and inductive thinking

(3) SYLLABUS

1. Introduction
2. Basic Economic Model of Consumer Behavior
3. Mental Accounting
4. Social Preferences
5. Intertemporal Choice
6. Hyperbolic Discounting, Procrastination
7. Self-control
8. Expected Utility Theory
9. Prospect Theory
10. Applications of PT

(4) TEACHING and LEARNING METHODS - EVALUATION

DELIVERY *Face-to-face, Distance learning, etc.*	Face-to-face
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY *Use of ICT in teaching, laboratory education, communication with students*	All course material is available online through the e-course platform and grades are submitted through ClassWeb.
TEACHING METHODS *The manner and methods of teaching are described in detail. Lectures, seminars, laboratory practice, fieldwork, study and analysis of bibliography, tutorials, placements, clinical practice, art workshop, interactive teaching, educational visits, project, essay writing, artistic creativity, etc.* *The student's study hours for each learning activity are given as well as the hours of non-directed study according to the principles of the ECTS*	

Activity	***Semester workload***
Lectures,	65
Directed study	60
Course total	125 hours

STUDENT PERFORMANCE EVALUATION *Description of the evaluation procedure* *Language of evaluation, methods of evaluation, summative or conclusive, multiple choice questionnaires, short-answer questions, open-ended questions, problem solving, written work, essay/report, oral examination, public presentation, laboratory work, clinical examination of patient, art interpretation, other* *Specifically-defined evaluation criteria are given, and if and where they are accessible to students.*	Written final exam in Greek language : - Problem Solving

(5) ATTACHED BIBLIOGRAPHY

Scientific papers (to be provided during lectures)
selected book chapters from:

Misbehaving, Richard Thaler
Thinking, Fast and Slow, Daniel Kahneman