



Judgment and Decision Making

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SHORT COURSE DESCRIPTION

How do we make decisions? How should we make decisions? What can we do to make better decisions? In this course, we explore the landscape of judgment and decision making research drawing on influential theories and practices in the field. If you are interested in learning about various cognitive biases that affect how we make decisions in various everyday contexts, this course is for you. Through lectures and class activities, you will find opportunities to critically reflect on the decisions you and others make and think about ways to improve decision making.

READING MATERIALS

All reading material is listed for the date of the class. They will be available in digital form at the beginning of the course. Students are expected to read the required readings before the scheduled class, and should be prepared to engage in the discussion of the topic.

COURSE REQUIREMENTS AND GRADING

Your grade will be calculated on the following basis:

- 40% Midterm exam
- 40% Final exam
- 15% Attendance
- 5% Participation

Students must earn more than 60 of the 100 available points in this class to earn a Pass grade. Also, as per SKKU regulations, you must earn at least 80% of all classes. If you arrive after the attendance is called or leave before the end of the class, this will be recorded as “half-attendance,” and you will earn only half of the attendance points available for that class session.

The instructor trusts students to behave as mature adults and expects you to own the consequences of your conduct. **Violations of academic integrity will not be tolerated and will automatically result in a failing grade.** In this class, this includes cheating on exams and false reporting of attendance.

COURSE SCHEDULE

– WEEK I –

Thursday (27 June)

Syllabus review

What is a good decision?

Readings: Hammond (2000)

Friday (28 June)

Normative, descriptive, and prescriptive approaches

Brunswikian lens model

Readings: Hastie and Dawes Ch. 3

– WEEK II –

Monday (1 July)

Decision trees and the expected utility perspective

Readings: Hastie and Dawes Ch. 2

Tuesday (2 July)

Prospect theory

Readings: Kahneman Chs. 25, 26

Wednesday (3 July)

Cognitive biases 1: Anchoring and adjustment

Readings: Kahneman Ch. 11

Thursday (4 July)

Cognitive biases 2: Availability and representativeness

Midterm review

Readings: Kahneman Ch. 12, 14

– WEEK III –

Monday (8 July)

Midterm exam

Tuesday (9 July)

Cognitive biases 3: Misperceptions of randomness

Readings: Kahneman Chs. 10, 17, 19

Wednesday (10 July)

Cognitive biases 4: Overconfidence and optimistic bias

Readings: Kahneman Ch. 24

Thursday (11 July)

Bounded rationality: Rethinking rationality

Readings: Gigerenzer Chs. 1, 2, 3, 4

– WEEK IV –

Monday (15 July)

Reasoning and intuitions

Readings: Gigerenzer Chs. 5, 6, 8

Tuesday (16 July)

The role of emotions

Readings: Rottenstreich & Hsee (2001)

Wednesday (17 July)

Decisions and morality

Readings: Slovic (2007)

Final exam review

Thursday (18 July)

Prescriptive approaches

Readings: Sunstein Chs. Intro & 12

Friday (19 July)

Final exam