Universität Marburg

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Introduction to Behavioral Economics (Winter 2025/26)

Description:

Behavioral Economics emerged out of a number of empirical and experimental puzzles and can improve the behavioral predictions of economic models. The field is growing rapidly and offers quite diverse topics and applications. This course will focus on some core issues.

Contents:

1) Intratemporal decision-making without risk
2) Beliefs
3) Intratemporal decision-making under risk
4) Intertemporal decision-making without risk
5) Social preferences
6) Strategic Interaction
7) Behavioral Economics and Welfare

Organizational Details:

Lecturer:	Tim Friehe
Time & Place of the lecture:	Friday 12-14, Am Plan 1 (AP 1)
First lecture:	October 17, 2025
Tutor:	Cat Lam Pham
Time & Place of the tutorial:	Monday 16-18, Am Plan 1 (AP 1)
First tutorial:	October 20, 2025
Grading:	Exam

Course material:

Slides and exercise sheets will be uploaded to ILIAS.

The course will (more or less) rely on the following textbooks:

Angner, E., 2021. A course in behavioral economics. Macmillan.

Cartwright, E., 2024. Behavioral Economics. 4th edition. Routledge.

Dhami, S., 2025. Principles of Behavioral Economics. Cambridge University Press.

Wilkinson, N., and M. Klaes, 2012. An Introduction to Behavioral Economics. 2nd edition. New York: Palgrave Macmillan.

This syllabus may be updated as the course progresses.

This version: October 1, 2025