

Psychology 53
Spring 2007

Syllabus
(subject to change)

Professor George Wolford

Meeting time: 10A in 110 Moore Hall

Office: 405 Moore Office Hours: 9-10 TuTh

Texts:

Hastie & Dawes *Rational Choice in an Uncertain World*
Malcolm Gladwell *Blink*

Grade will be based on one exam on 5/1 and two papers due on 5/15 and 6/2.

Date		Topic	Readings
March	27	Subjective expected utility theory	Hastie -- Chap 1,2,3,12
	29	Utilities and rationality	Hastie -- Chap 10 ,11
April	3	Utilities and rationality	
	5	Time and Choice	
	10	Uncertainty	
	12	Overconfidence	Hastie -- Chap 4-9
	17	Neuro economics	
	19	specifying options	
	24	number of options	Schwartz (Sci Amer, 2004)
	26	Alternatives to SEU	Hastie -- Chap 13-14
May	1	in-class exam	
	3	cognitive errors	
	8	no class (cog neuro meetings)	
	10	reasoning and consciousness	Dijksterhuis (JPSP, 2004).pdf
	15	Intuition (gut feelings)	Gladwell
	17	social influences	
	22	Prisoner's dilemma	
	24	Common's problems	
	29	Negotiation	

Paper 1 (due 5/15) This paper should articulate a complete SEU decision tree on a topic of personal interest. Grade will be based on your use of course material to explicate the tree.

Paper 2 (due 6/2) This paper should go into depth on one of the topics announced later.