



**Summer Semester 2018**

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**Interactive Case-Study Seminar:  
Fundamentals of Decision Theory**  
(FallstudienSeminar in englischer Sprache)

**(33030 – 2 SWS)**

**1. Course Description**

Decision theory is concerned with three domains of problems: how a decision-making agent should make the best possible decisions given uncertain and risky circumstances in the environment; how a decision-making agent should make the best possible decision when faced by other decision-making agents who may have contrary interests; and how a group of agents acting together in a committee should make the best possible decisions. During this course students will be introduced to the fundamental concepts and principles of decision theory, such as normal and extensive form games, solution concepts, and aggregation procedures. This is an innovative and interactive seminar course. The goal is to create a structured problem-solving ‘learning laboratory’ in which students develop their abilities to think in decision-theoretic terms when presented with practical real-world decision-making problems taken from professional and business experience. All theory will be embedded in case studies which will be used to contrast ‘intuitive’ approaches to decision-making problems with structured and systematic approaches.

**2. Intended Learning Outcomes**

At the end of this seminar course students will have acquired

1. an understanding of the key concepts of classical decision-theory, game theory, and collective choice,
2. a basic ability to systematically structure real-world problems within a decision-theoretic framework,
3. a basic ability to analyze a real-world problem with decision-theoretic solution concepts at an introductory level,
4. a basic ability to compare foundational decision-theoretic solutions with an intuitive approach to solving decision-making problems, and
5. an ability to communicate the results of a decision-theoretic analysis in a non-technical manner to a wider audience.

**3. Pre-requisites**

None.

#### 4. Teaching and Learning Strategies / Seminar Programme

This is an intensive seminar course that will provide students with an introduction to the three main areas of decision theory:

1. Decisions under uncertainty and risk (classical decision theory)
2. Strategic decision-making (game theory)
3. Committee decision-making (collective choice)

Complementing the three lectures on these topics, students will define and solve a selection of problems in working groups of 4 or 5, and present their analyses in class.

Slides will be made available via dropbox or e-mail after each session/day.

#### 5. Seminar Course Schedule

During this semester the seminar course is offered two times.

##### 5.1 *Alternative 1* (Prof. Dr. Frank Steffen)

Under this alternative the seminar course is provided via four evening sessions. These will take place as follows:

| <i>Session No.</i> | <i>Day</i> | <i>Date</i> | <i>Time</i>   | <i>Room</i> |
|--------------------|------------|-------------|---------------|-------------|
| 01                 | Wednesday  | 11 April    | 18:00 – 22:00 | RW I S 66   |
| 02                 | Wednesday  | 25 April    | 18:00 – 22:00 | RW I S 66   |
| 03                 | Wednesday  | 23 May      | 18:00 – 22:00 | RW I S 66   |
| 04                 | Wednesday  | 06 June     | 18:00 – 22:00 | RW I S 66   |

##### 5.2 *Alternative 2* (Benjamin Tereick)

Under this alternative the seminar course is provided as an intensive two-day block seminar course. This will take place as follows:

| <i>Day No.</i> | <i>Day</i> | <i>Date</i> | <i>Time</i>   | <i>Room</i> |
|----------------|------------|-------------|---------------|-------------|
| 01             | Friday     | 15 June     | 09:30 – 19:00 | RW II S 52  |
| 02             | Saturday   | 16 June     | 09:30 – 19:00 | RW II S 52  |

#### 6. Assessment

Economics (BA) and IWE students & P&E (BA) students aiming for an accreditation under Module E6 (or Ö6 under the previous examination regulations) (5 CP):

- One hour unseen written examination. If the total number of participating students for the written examination is less than five, an oral examination may replace the written one. (Students will be informed about the form of examination as soon as possible.)
- The date of the examination can be found on <http://www.bwl5.uni-bayreuth.de/de/studiendekan/klausurtermine/>

- Students have to register for the examination via CAMPUSonline. Only if students cannot register via CAMPUSonline they can register via e-mail by sending an e-mail to Uriel Braham: [uriel.braham@yahoo.com](mailto:uriel.braham@yahoo.com). This e-mail must only contain the title of the course, the student's surname, first name, ID number, and degree of study as well as a brief indication why registration via e-mail is required.
- The registration deadline is one week in advance to the date of the examination. Later registrations will not be accepted.

P&E (BA) Students aiming for an accreditation as a 'P4\*-Seminar' (or 'P3-Seminar under the previous examination regulations) (2 CP):

- Report based on a selected case study of the seminar course. Further information will be announced and published during the seminar.

P&E (BA) Students aiming for an accreditation as a 'P6.iv-Seminar' (5 CP) (or 'P3-Seminar' under the previous examination regulations (6 CP)):

- Seminar paper ('Hausarbeit') based on a case study. Further information will be announced and published during the seminar.

Furthermore, for passing the seminar course students are expected to participate in all seminar sessions.

## 7. Reading Resources

- Required pre-reading: none  
As the teaching and learning concept is based on structuring intuitive analyses no prior reading material will be distributed as this would interfere with the didactical concept.
- Recommended reading:  
Students will be given a list of recommended reading at the end of each of the seminar session/day. These reading resources will be available via dropbox or e-mail.

## 8. Accreditation

- Economics (BA):  
Modulbereich SQ: Schlüsselqualifikation / Modul SQ3: Fallstudienseminar in englischer Sprache
- IWE:  
Modulbereich SQ: Schlüsselqualifikation / Modul SQ2b: Fallstudienseminar
- P&E (BA):  
Modulbereich P: Philosophie / Modul P4\*: Grundlagen des Entscheidens II (Seminar)  
Modulbereich P: Philosophie / Modul P6.iv: Entscheidungstheorie (Seminar)  
Modulbereich E: Economics / Modul E6: Spezialisierung
- P&E (BA) (Previous examination regulations before Winter Semester 2015/2016):  
Modulbereich P: Philosophie / Modul P3: Grundlagen des Entscheidens II (Seminar)  
Modulbereich Ö: Ökonomie / Modul Ö6: Veranstaltungen eigener Wahl

## 9. Registration

Students have to register via CAMPUSonline. Registration opens at noon on 12 March 2018 and closes at noon on 26 March 2018. For students being 1<sup>st</sup> semester students in the summer semester 2018, it is also feasible to register by sending an e-mail to the responsible student assistant Uriel Braham (uriel.braham@yahoo.com), if they have difficulties to register via CAMPUSonline. The e-mail has to contain the information that the student aims to register for the “Interactive Case-Study Seminar”. Moreover, students have to provide their surname, name, degree of study, and their student ID-number.

Allocation of seminar places will be made by **28 March 2018**. Students will be notified by e-mail.

**Note:** Given the nature of the seminar course priority in the allocation of places will be given to Economics students in the 1<sup>st</sup> and 2<sup>nd</sup> semester. The number of participants, which can be accepted is restricted to 20 students. The notification of acceptance or rejection will be communicated via e-mail.

## 10. Responsible Student Assistant for the Course

All requests regarding the course should, in the first instance, be addressed to:

- Uriel Braham: E-mail: uriel.braham@yahoo.com

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