

Subject card

Subject name and code	Behavioural Economics, PG_00170186						
Field of study	International Economic Relations						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		Polish		
Semester of study	2		ECTS credits		1.0		
Learning profile	academic		Assessment form				
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Przemysław Kulawczuk				
	Teachers		dr hab. Przemysław Kulawczuk				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	0.0	0.0	0.0	15
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	15		10.0		0.0	25
Subject objectives	The aim of the course is to familiarize the student with the behavioral perspective of economics and with selected possibilities of applying this field in the practice of international business.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_U02] can observe, evaluate and critically analyse the causes and course of processes and phenomena taking place in the open economy; can formulate his/her own opinions on the subject, interpret statistical data and economic indicators necessary in this respect, and also forecast economic processes and phenomena using advanced methods and tools applied in economic sciences	can make observations, evaluate and critically analyze causes and course of processes and phenomena occurring in open economy and exploration problem solving tools decision making using behavioral economics	[SU1] oral statement/conversation/discussion
	[MSGMU2_K01] is ready to recognise the importance of knowledge of economics in the process of identifying and solving problems in the area of international economic relations and to consult experts in case of difficulties in solving them independently	is ready to recognize importance of knowledge in the field behavioral economics in identification process and problem solving in business area international	[SK1] oral statement/conversation/discussion
	[MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer	is willing to comply and developing the principles of professional ethics and social responsibility business in solving decision-making problems	[SK2] presentation/project/paper/report
	[MSGMU2_W02] knows an advanced terminology in the field of international economics, international economic relations and complementary disciplines	knows advanced terminology from field of behavioral economics	[SW1] oral statement/conversation/discussion
	[MSGMU2_W14] has an in-depth knowledge of the human being as an individual making economic decisions, acting in social structures and organisational units, in particular in enterprises operating on the international market	has in-depth knowledge about man as an individual making decisions economic, operating in social structures and organizational units, in especially in terms of using the effects of economics behavioral	[SW2] presentation/project/paper/report
	[MSGMU2_U09] can innovatively solve problems in the field of international economic relations and the functioning of economic entities on the international market, adapting existing or developing new methods and tools	can solve innovatively tasks and decision-making problems with scope of business international using tools of behavioral economics	[SU2] presentation/project/paper/report
	[MSGMU2_W09] has an in-depth knowledge of selected areas of the functioning of a modern enterprise in the national and international environment; understands the conditions, principles and consequences of decisions taken in its structures aiming at the development, and the dependencies among enterprises on the international market	has in-depth knowledge regarding selected areas contemporary functioning enterprises in the environment national and international, understands the conditions, rules and consequences of decisions, especially behavioral aspects	[SW1] oral statement/conversation/discussion
	[MSGMU2_U01] can creatively interpret and explain complex and atypical economic phenomena and the relations occurring between them, using the acquired knowledge in economics, finance and international economic relations	can interpret creatively and explain complex and unusual things economic phenomena and relationships between them, using your knowledge from field of behavioral economics	[SU2] presentation/project/paper/report
	[MSGMU2_W01] has an in-depth and structured knowledge of economic sciences, in particular economics, its place in the system of sciences, its relations with other sciences and fields of knowledge	has got in-depth and organized knowledge of economics behavioral and relationships with others sciences and fields of knowledge	[SW2] presentation/project/paper/report

	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	knows and understands types of bonds economic and governing regularities, he understands conditions and rules market functioning and market mechanism, v national aspect, international and global especially in terms of aspects behavioral	[SW2] presentation/project/paper/report
	[MSGMU2_U14] has a thorough ability to prepare specialist oral presentations on economic and social issues, using specialist theoretical approaches, the principles of collecting data from various sources, their description and interpretation, and drawing conclusions on the basis of scientific literature; can prepare and lead a debate	has in-depth knowledge about man as an individual making decisions economic, operating in social structures and organizational units, in especially in terms of using the effects of economics behavioral	[SU2] presentation/project/paper/report
Subject contents	EXERCISES The exercises will be of a workshop nature and will concern the topics of the lectures. During each workshop, the lecturer and students will construct decision-making situations, test solutions, analyze results and build generalizations. The workshops include a set of behavioral games, behavioral experiments, group discussions and presentations, both individual and group.		
Prerequisites and co-requisites	No requirements		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Activity in classes 50% Quality of group presentation 50%	51.0%	100.0%

Recommended reading	Basic literature	A. Smith, Research on the causes and nature of the wealth of nations, Warsaw A. Wakar, Morphology of economic stimuli, PWE, Warsaw 1960 B. Dzik, T. Tyszka: The problem of rationality of economic entities, in: Economic psychology, ed. T. Tyszka, GWP, Gdansk 2004 J. Sokołowska, Psychology of market decisions. Probability assessment and choice models in risky situations, Warsaw 2005 J. Sokołowska: Risk: challenge or threat. Psychological models of risk assessment and acceptance, IP PAN, Warsaw 2000 R.H. Frank: Microeconomics like never before, GWP Gdańsk 2004, pp. 88-90 Pindelski, P. Płoszajski, Management strategies attention on the modern market, Warsaw School of Economics, 2009 T. Tyszka, T. Zaleskiewicz, Rationality of decisions. Certainty and risk, PWE, Warsaw 2001 Behavioral determinants of entrepreneurship financing FR UG Gdańsk 2010 edition: P. Kulawczuk and A. Poszewiecki J. Zweig, Your Brain. Your money. Warsaw 2009 D. Ariely: The Power of Irrationality, Ed. Lower Silesia 2009 P. Kulawczuk, Economic behavioral engineering, Ed. UG, Gdańsk 2021 M. Szczepaniec. P. Kulawczuk, T. Jurkiewicz, Behavioral finance of small and medium-sized enterprises, Ed. UG. Gdańsk 2020
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Supplementary literature	P. Kulawczuk, Economic motives of people..., in: Selected problems of European integration, Ed. UG Sopot 2009 P. Banbula: Savings and intertemporal choice - behavioral approach, Materials and Studies, NBP, Warsaw 2006, pp. 19-42 P. Zielonka, P. Sawicki, R. Weron, About discounting deferred payments, "Decyzje" No. 11, June 2009 T. Zaleskiewicz, Perception of economic activities, in: Economic psychology, ed. T. Tyszka, GWP, Gdansk 2004 Z. Sekuła, Motivating to work. Theories and instruments, PWE Warszawa 2008 B. Sadowski, Biological mechanisms of behavior of people and animals, WN PWN, Warsaw 2007 J. Krebs, N. Davies, Introduction to behavioral ecology, WN PWN, Warsaw 2001 A. Rubinstein, Modeling bounded rationality, MIT Press, Cambridge Massachussets, London, England 1998, http://arielrubinstein.tau.ac.il/book-br.html, (for those interested) D. Kahneman, A. Tversky, Rational Choice and the Framing of decisions, in: Choices, Values and Frames, Cambridge, Massachussets, 2000 D. Kahneman, A. Tversky, Choices, Values and Frames, in: Choices, Values and Frames, Cambridge, Massachussets, 2000 D. Lovallo, C. Camerer, Overconfidence and Excess Entry: An experimental Approach, in: Choices, Values and Frames, Cambridge University Press, ed. D. Kahneman A. Tversky, Cambridge, Massachussets, 2000 E. Fehr, K. Schmidt, The Economics of Fairness, Reciprocity and Altruism - Experimental Evidence and New Theories, Discussion paper 2005-20, June 2005, Department of Economics, University of Munich E. Johnson, J. Hershey, J. Meszaros, H. Kunreuther, Framing, Probability Distortions, : Choices, Values and Frames, Cambridge, Massachussets, 2000 Experiencing utility and objective happiness, in: Choices, Values and Frames, Cambridge University Press, ed. D. Kahneman A. Tversky, Cambridge, Massachussets, 2000 G. Akerlof, R. Shiller, Animal Spirits: How Human Psychology Drives the Economy, and Why It Matters for Global Capitalism, Princeton University Press, Princeton 2009 G. Loewenstein, T. O'Donoghue, M. Rabin, Projection Bias in Predicting Future Preferences, Quarterly Journal of Economics, 118 (4) 1209-1248 K. Madrasz, Information projection: Models and Applications, working paper 2009, LSE 5. Aluchna, M., Kahneman, D., Tversky, A. (1979) "Prospect Theory: An Analysis of Decision under Risk", Econometrica, XLVII (1979), 263-291
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	eResources addresses	Adresy na platformie eNauczenie:
Example issues/ example questions/ tasks being completed	Behavioral motives test Exercise in qualifying decision-making situations Designing behavioral simulations Types of behavioral interventions Using behavioral engineering to shape economic and business reality	
Work placement	Not applicable	

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