



# UNIVERSITÀ DEGLI STUDI DI PALERMO

DEPARTMENT	Scienze Psicologiche, Pedagogiche, dell'Esercizio Fisico e della Formazione		
ACADEMIC YEAR	2022/2023		
MASTER'S DEGREE (MSC)	SOCIAL, OCCUPATIONAL AND ORGANISATION PSYCHOLOGY		
SUBJECT	PSYCHOLOGY OF DECISION-MAKING PROCESSES		
TYPE OF EDUCATIONAL ACTIVITY	B		
AMBIT	50474-Psicologia generale e fisiologica		
CODE	13343		
SCIENTIFIC SECTOR(S)	M-PSI/01		
HEAD PROFESSOR(S)	MICELI SILVANA	Professore Associato	Univ. di PALERMO
OTHER PROFESSOR(S)			
CREDITS	6		
INDIVIDUAL STUDY (Hrs)	110		
COURSE ACTIVITY (Hrs)	40		
PROPAEDEUTICAL SUBJECTS			
MUTUALIZATION			
YEAR	1		
TERM (SEMESTER)	2° semester		
ATTENDANCE	Not mandatory		
EVALUATION	Out of 30		
TEACHER OFFICE HOURS	MICELI SILVANA Wednesday 09:30 - 12:30 Edificio 15, 6 piano (studio docente)		

**DOCENTE:** Prof.ssa SILVANA MICELI

<b>PREREQUISITES</b>	In order to understand the content and learning objectives of the course, the student must possess knowledge in the field of cognitive psychology and research methodology
<b>LEARNING OUTCOMES</b>	<p>Knowledge and understanding Knowledge of main normative and descriptive theories on decision; critical evaluation of used methodology; capacity to understand fundamental interactions and differences, with a particular emphasis on main psychological processes, on their inner workings and their adaptive roles.</p> <p>Applying knowledge and understanding Acquisition of abilities required to operate in public and private organisations,</p> <p>Making judgments Capacity to formulate hypothesis on possible applications of psychology of decision in the field of social intervention, of work and of organisations.</p> <p>Communication Communication of knowledge by an appropriate technical-scientific language.</p> <p>Lifelong learning skills Ability of upgrading by scientific specific reviews. Ability of attending successfully master seminars on intelligence psychology.</p>
<b>ASSESSMENT METHODS</b>	<p>Oral exam. The exam will consist of an interview that is to ascertain the possession of skills and subject knowledge provided by the course. The candidate will have to answer at least two-three questions posed orally, on all parties covered by the program, with reference to the recommended texts. Oral exam aims to evaluate whether the student has knowledge and understanding of the topics and has acquired the capacity to interpret. The pass mark will be reached when the students shows knowledge and understanding of the subjects at least in general terms; furthermore, the student will also have to show presentation and argumentative skills as to allow the transmission of his/her knowledge to the examiner. Below this threshold, the examination will be insufficient. The more, however, the student will be able to find own connections between the topics of the course and be able to go into detail on the subject of discipline, the more the assessment is positive. The assessment is carried out of thirty.</p> <p>Students who choose to present a topic in English, on a bibliography agreed with the teacher (original texts by the author; scientific articles, etc.), will get an additional bonus equal to 2 points.</p>
<b>EDUCATIONAL OBJECTIVES</b>	<p>The course aims to provide to students an adequate knowledge of normative and descriptives models of psychology of decision. Different approaches of the subjects will be introduced, supported by experimental evidences.</p> <p>Will be analysed: contextual and individual factors of the choice process; decisional processes in conflict situations and in risk and uncertainty conditions; inner workings and traps of negotiation and most common supports on decision. Latest research perspectives will be illustrated.</p>
<b>TEACHING METHODS</b>	ingleseLessons supported by slides. Considering the subject typology, lessons will be theoretical
<b>SUGGESTED BIBLIOGRAPHY</b>	<p>- Bonini,N., Del Missier, F.,Rumiati, R., (a cura di) (2008), Psicologia del giudizio e della decisione, Il Mulino (limitatamente ai cap.1, 2, 6, 8 e 11)</p> <p>- Thaler, R.H., Sunstein, C.R. (2014), Nudge. La spinta gentile, Feltrinelli</p> <p>- Babiloni, F., Meroni, V., e Soranzo, R., (2007), Neuroeconomia, neuromarketing e processi decisionali, Springer (cap. 1, 2, 3, 4, 5, 6 e 7</p>

## SYLLABUS

Hrs	Frontal teaching
3	Introducing Psychology of decision
6	Judgment and Decision
4	Euristics and systematic mistakes
2	Risk and Decision
3	Memory, Attention and Decision
2	two systems of thought
3	Emotions and Decision
5	fallacies and biases
2	Group decisions
5	Neuroeconomy
5	Neuromarketing