# FB6861P: BEHAVIOURAL DECISION-MAKING WORKSHOP

**Effective Term**
Semester B 2024/25

## Part I Course Overview

**Course Title**
Behavioural Decision-making Workshop

**Subject Code**
FB - College of Business (FB)
**Course Number**
6861P

**Academic Unit**
College of Business (CB)

**College/School**
College of Business (CB)

**Course Duration**
Non-standard Duration

**Other Course Duration**
2 Days

**Credit Units**
1

**Level**
P5, P6 - Postgraduate Degree

**Medium of Instruction**
Chinese

**Medium of Assessment**
Chinese

**Prerequisites**
NIL

**Precursors**
NIL

**Equivalent Courses**
NIL

**Exclusive Courses**
NIL

# Part II Course Details

**Abstract**

This course is designed to provide students with intellectual tools to analyze and make effective decisions in a variety of contexts. It also seeks to help students to understand and examine both how they currently make their decisions and how a variety of methods will allow them to considerably improve their decision making. The course will be a combination of exercises, discussions, and analyses. Cross-disciplinary research on decision-making as well as experiential learning exercises will be used to accomplish the course's objectives.

1) To provide cross disciplinary knowledge on the key concepts and theories in behavioural decision-making

2) Provide students with structured opportunities to make and systematically review their own decisions.

3) Develop in students the practical skills to make good decisions in their personal and professional life.

4) To improve various skills for decision making, including critical thinking, interpersonal skills, and communication skills.

**Course Intended Learning Outcomes (CILOs)**

|   | CILOs | Weighting (if app.) | DEC-A1 | DEC-A2 | DEC-A3 |
|---|-------|---------------------|--------|--------|--------|
| 1 | Demonstrate critical thinking ability to analyze how to approach different types of behavioural decision making in different contexts using different strategies and tactics | | | x | x |
| 2 | Demonstrate the ability to effectively and creatively apply appropriate tools and techniques to range of decision-making exercises | | x | x | x |
| 3 | Use cross disciplinary knowledge to apply critical thinking, analytical and communication skills to different behavioural decision-making contexts | | x | x | x |

A1: Attitude
Develop an attitude of discovery/innovation/creativity, as demonstrated by students possessing a strong sense of curiosity, asking questions actively, challenging assumptions or engaging in inquiry together with teachers.

A2: Ability
Develop the ability/skill needed to discover/innovate/create, as demonstrated by students possessing critical thinking skills to assess ideas, acquiring research skills, synthesizing knowledge across disciplines or applying academic knowledge to real-life problems.

A3: Accomplishments
Demonstrate accomplishment of discovery/innovation/creativity through producing /constructing creative works/new artefacts, effective solutions to real-life problems or new processes.

**Learning and Teaching Activities (LTAs)**

|   | LTAs | Brief Description | CILO No. | Hours/week (if applicable) |
|---|------|-------------------|----------|----------------------------|
| 1 | Lectures and presentations | by professor to communicate factual and "how to" knowledge. | 1, 2, 3 | |

| 2 | In-class cases/exercises | to develop intellectual and practical skills that apply basic knowledge in different decision-making settings. | 1, 2, 3 | |
| 3 | Discussions in class and off-class preparation for exercises | to provide relevant experience | 1, 2 | |

**Assessment Tasks / Activities (ATs)**

| | ATs | CILO No. | Weighting (%) | Remarks (e.g. Parameter for GenAI use) |
|---|---|---|---|---|
| 1 | Class Contribution | 1, 2, 3 | 50 | Students will demonstrate ability to apply cross disciplinary theories to a range of decisions and employ critical thinking skills to analyse how to improve decision-making in different contexts. |
| 2 | Individual assignment | 1, 2, 3 | 35 | Students will demonstrate understanding of behavioural decision-making and their ability to think critically and analytically in applying class concepts to given business situations in different contexts. |
| 3 | Individual & group exercises | 1, 2, 3 | 15 | Students will explain understanding of behavioural decision making and their ability to think critically and analytically in applying class concepts to given business situations in different settings. |

**Continuous Assessment (%)**

100

**Assessment Rubrics (AR)**

**Assessment Task**

1. Class contribution (for students admitted before Semester A 2022/23 and in Semester A 2024/25 & thereafter)

**Excellent**

(A+, A, A-) Strong evidence of class contribution through decision-making exercises, and active and insightful class participation. Punctual and nearly full attendance

**Good**

(B+, B, B-) Evidence of class contribution through decision-making exercises and regular class participation. Punctual and nearly full attendance

**Fair**

(C+, C, C-) Some evidence of class contribution thorough class exercises and preparation. Regular class attendance with occasional absences and lateness.

**Marginal**

(D) Minimum class contribution. Multiple absences and/or late attendance.

**Failure**

(F) No evidence of adequate class contribution through exercises or in-class discussion.

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**Assessment Task**

2. Individual assignment (for students admitted before Semester A 2022/23 and in Semester A 2024/25 & thereafter)

**Excellent**

(A+, A, A-) Strong evidence of original thinking; good organization, capacity to organize and synthesize with superior grasp of the subject matter; evidence of extensive knowledge base.

**Good**

(B+, B, B-) Evidence of a grasp of the subject with indications of critical capacity and analytical ability; reasonable understanding of the issues with good responses to the questions.

**Fair**

(C+, C, C-) Evidence of learning from the course; show some ability to think analytically and to offer adequate responses to the questions.

**Marginal**

(D) Sufficient familiarity with the subject and of ability to respond to the questions as to justify consideration of the student for progression.

**Failure**

(F) Little evidence of familiarity with the subject matter; poor critical and analytical skills; ignorance of class knowledge.

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**Assessment Task**

3. Individual/ Group exercises (for students admitted before Semester A 2022/23 and in Semester A 2024/25 & thereafter)

**Excellent**

(A+, A, A-) Strong evidence of original thinking; good organization, capacity to analyse and synthesize; superior grasp of subject matter; evidence of extensive knowledge base.

**Good**

(B+, B, B-) Evidence of grasp of subject, some evidence of critical capacity and analytic ability; reasonable understanding of issues; evidence of familiarity with class knowledge.

**Fair**

(C+, C, C-) Evidence of learning from the course; understanding of the subject; ability to develop solutions to simple problems.

**Marginal**

(D) Sufficient familiarity with the subject matter to enable the student to progress without repeating the course.

**Failure**

(F) Little evidence of familiarity with the subject matter; weakness in critical and analytic skills; limited or irrelevant use of class knowledge.

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**Assessment Task**

1. Class contribution (for students admitted from Semester A 2022/23 to Summer Term 2024)

**Excellent**

(A+, A, A-) Strong evidence of class contribution through decision-making exercises, and active and insightful class participation. Punctual and nearly full attendance

**Good**

(B+, B) Evidence of class contribution through decision-making exercises and regular class participation. Punctual and nearly full attendance

**Marginal**

(B-, C+, C) Some evidence of class contribution thorough class exercises and preparation. Regular class attendance with occasional absences and lateness.

**Failure**

(F) No evidence of adequate class contribution through exercises or in-class discussion.

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**Assessment Task**

2. Individual assignment (for students admitted from Semester A 2022/23 to Summer Term 2024)

**Excellent**

(A+, A, A-) Strong evidence of original thinking; good organization, capacity to organize and synthesize with superior grasp of the subject matter; evidence of extensive knowledge base.

**Good**

(B+, B) Evidence of a grasp of the subject with indications of critical capacity and analytical ability; reasonable understanding of the issues with good responses to the questions.

**Marginal**

(B-, C+, C) Evidence of learning from the course; show some ability to think analytically and to offer adequate responses to the questions.

**Failure**

(F) Little evidence of familiarity with the subject matter; poor critical and analytical skills; ignorance of class knowledge.

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**Assessment Task**

3. Individual/ Group exercises (for students admitted from Semester A 2022/23 to Summer Term 2024)

**Excellent**

(A+, A, A-) Strong evidence of original thinking; good organization, capacity to analyse and synthesize; superior grasp of subject matter; evidence of extensive knowledge base.

**Good**

(B+, B) Evidence of grasp of subject, some evidence of critical capacity and analytic ability; reasonable understanding of issues; evidence of familiarity with class knowledge.

**Marginal**

(B-, C+, C) Evidence of learning from the course; understanding of the subject; ability to develop solutions to simple problems.

**Failure**

(F) Little evidence of familiarity with the subject matter; weakness in critical and analytic skills; limited or irrelevant use of class knowledge.

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# Part III Other Information

**Keyword Syllabus**

Judgments and decision-making, behavioral decision theories, rational choice decision making, decision biases, the social psychology of decision-making, emotions and intuition, ethical decision-making, fairness and ethics social influence, group decision-making.

**Reading List**

**Compulsory Readings**

|   | Title |
|---|---|
| 1 | Reading to be assigned by the course instructor |

**Additional Readings**

|   | Title |
|---|---|
| 1 | Nil |