

June 2024

**VISITING POSITIONS at the DEPARTMENT in ECONOMICS and FINANCE
ACADEMIC YEAR 2024-2025**

Teaching Proposal on Behavioural Decision Making

Lecturer: Professor Elena Cettolin

I propose to teach 3 PhD seminars of 2 hours each on behavioural models of decision making. In particular, I will discuss individual decision making models that are inspired by descriptive failures of standard decision theory and that have proven descriptive validity. The seminar will be articulated in the following way:

- Seminar 1: Expected Utility Theory and its empirical failures. Introduction to behavioral economics.
- Seminar 2: Non-Expected Utility Theory: from Rank Dependent Utility to Cumulative Prospect Theory.
- Seminar 3: Time Preferences: from exponential discounting to multiple-selves models.

I will provide a technical treatment of the models that is adequate for a PhD level course. The slides will constitute the main reading material, references to non-mandatory readings will also be provided. Each lecture can be complemented with a problem set with exercises.