

**MÓDULO DE MICROECONOMÍA**  
**DIPLOMA EN BEHAVIORAL ECONOMICS**  
**UNIVERSIDAD LOYOLA DE ANDALUCIA, SEVILLA CAMPUS**

**Instructors:**

1. Hubert Janos Kiss, KRTK & Corvinus University of Budapest, Hungary, [kisshub@gmail.com](mailto:kisshub@gmail.com).
2. Ana Espínola-Arredondo, Washington State University, USA, [anaespino@wsu.edu](mailto:anaespino@wsu.edu).
3. Felix Muñoz-García, Washington State University, USA, [fmunoz@wsu.edu](mailto:fmunoz@wsu.edu).

**Lectures:** 8am-12pm, and 2-6pm. June 23-24 and 28-29.

**Classroom:** To be announced.

*Course Rationale*

This course introduces students to individual decision making in contexts of certainty and uncertainty, behavioral biases, strategic decision making in simultaneous- and sequential-move games, and how to predict equilibrium behavior in different contexts. Several applications and empirical implications will be discussed from both Economics and other Social Sciences.

*Recommended textbooks:*

- *The Economy: Economics for a Changing World*, The CORE Team, Oxford University Press, 2017.
- *Microeconomics: An Intuitive Approach with Calculus*, Thomas Nechyba, South-Western Cengage Learning, 2011.
- *Intermediate Microeconomic Theory: Tools and Step-by-Step Examples*, Ana Espinola-Arredondo and Felix Munoz-Garcia, MIT Press, 2020.
- *Games, Strategies, and Decision Making*, Joseph Harrington, Worth Publishers, 2014.

Other recommended books (light reading):

- *El arte de la estrategia*, Avinash Dixit and Robert Nalebuff, Antoni Bosch Editor, 2010.
- *Pensar rápido, pensar despacio*, Daniel Kahneman, Debolsillo, 2013.
- *Todo lo que he aprendido con la psicología económica: El encuentro entre la economía y la psicología, y sus implicaciones para los individuos*, Richard H. Thaler, Deusto, 2016.
- *A Course in Behavioral Economics*, Erik Angner, 3<sup>rd</sup> edition, Red Globe Press, 2021.

*Course Schedule (tentative):*

1. **June 23<sup>rd</sup>:**
  - a. 8-10am, Economic decisions and the classical approach. Constraints. *Recommended readings:* Chapters 1, and 2A in Nechyba.
  - b. 10am-noon, Preferences and optimization. *Recommended readings:* Chapters 4A and 6A in Nechyba or Chapter 2 in Espinola-Arredondo and Muñoz- García.
  - c. Noon-2pm, Lunch break.
  - d. 2-4pm, Introduction to behavioral economics. Deviations from the classical model. *Recommended readings:* Part I in Thaler, and section 2.9 in Espinola-Arredondo and Muñoz- García
  - e. 4-6pm, Heuristics and biases, *Recommended readings:* Part II in Kahneman.
2. **June 24<sup>th</sup>:**
  - a. 8-10am, Heuristics and biases continued *Recommended readings:* Part II. in Kahneman.
  - b. 10am-noon, Reference dependence and loss aversion. *Recommended readings:* Part II in Kahneman.
  - c. Noon-2pm, Lunch break.
  - d. 2-4pm, Prospect theory. *Recommended readings:* Part II in Kahneman, or Chapter 6.8 in Espinola-Arredondo and Muñoz-García
  - e. 4-6pm, Examples.
3. **June 28<sup>th</sup>:**
  - a. 9:30-11:30, Decision making under uncertainty. (Instructor: Felix Muñoz-García). *Recommended readings:* Chapter 6 in Espinola-Arredondo and Muñoz-García.
  - b. 11:30-13:30, Introduction to games and dominated strategies. (Instructor: Ana Espínola-Arredondo). *Recommended readings:* Chapters 2-3 in Harrington, or Chapter 12 in Espinola-Arredondo and Muñoz-García.
  - c. 13:30-14:30, Lunch break.
  - d. 14:30-16:30, Simultaneous-move games and Nash equilibrium. (Instructor: Felix Muñoz-García). *Recommended readings:* Chapter 4 in Harrington.
  - e. 16:30-18:30, Mixed-strategy Nash equilibrium. (Instructor: Ana Espínola-Arredondo). *Recommended readings:* Chapter 7 in Harrington.
4. **June 29<sup>th</sup>:**
  - a. 9:30-11:30, Sequential-move games and “rollback equilibrium.” (Instructor: Felix Muñoz-García). *Recommended readings:* Chapter 8 in Harrington, or Chapter 13 in Espinola-Arredondo and Muñoz-García.
  - b. 11:30-13:30, Examples of sequential-move games and bargaining. (Instructor: Ana Espínola-Arredondo). *Recommended readings:* Chapter 9 in Harrington.
  - c. 13:30-14:30, Lunch break.
  - d. 14:30-16:30, Repeated games. (Instructor: Ana Espínola-Arredondo). *Recommended readings:* Chapter 13 in Harrington.
  - e. 16:30-18:30, Introduction to incomplete information games. (Instructor: Felix Muñoz-García). *Recommended readings:* Chapter 10 in Harrington, or Chapter 15 in Espinola-Arredondo and Muñoz-García.