



GDAŃSK UNIVERSITY  
OF TECHNOLOGY

# Psychological aspects of assessment and decision making

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# Course Aims:

- ▶ To realize major psychological mechanisms that govern processes and outcomes of social cognition and assessment of people and situations.
- ▶ To get acquainted with psychological aspects of decision making, including both rational, considerate processes and simplified, heuristic processes.
- ▶ To realize how these processes operate in important aspects of human activities, including group decisions, financial decisions, decisions involving risks, decisions involving perception of time and other significant life choices.

# Course requirements

1. Attending classes (two absences are allowed)
2. Class participation and contribution, which includes reading articles or book chapters prior to the class two times during the semester – 30%
3. Passing a half semester test – 30%
4. Preparing final presentation and a paper about the proposition of the way in which human decision process could be enhanced in selected area or the way in which a chosen bias could be mitigated (a project of a group of about 3 people) – 40%

Paper submission deadline – 28.05.2020

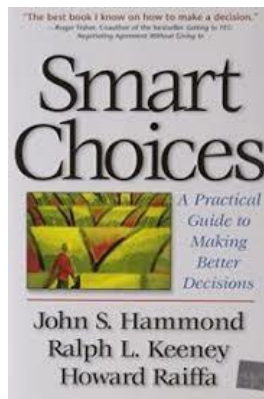
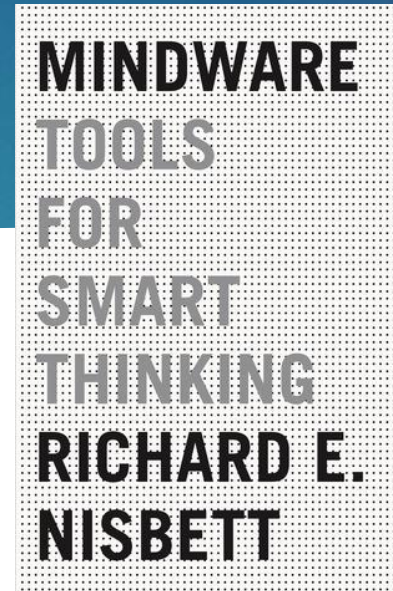
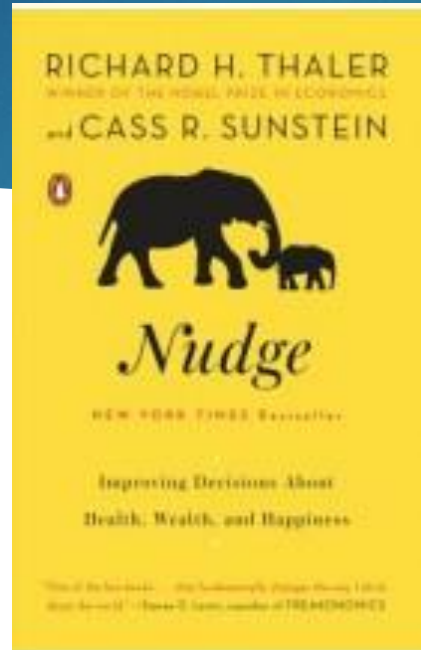
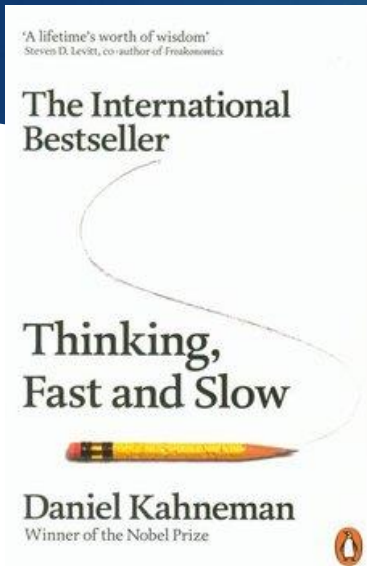
# Elements of the final paper

1. Group members and their contribution
2. Topic and rationale for its selection
3. Problem investigation - research and elements of a deeper dive conducted by the group (e.g. interviews, desk research, literature analysis)
4. Description of mechanisms and proposed solutions
5. Example - car salesman and 0% annual percentage rate if a car is repaid in two installments

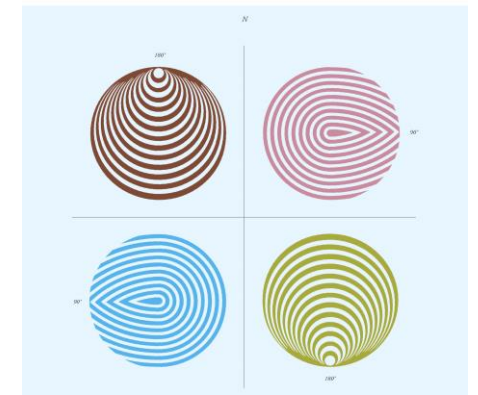
# Course topics

1. Introduction
2. Heuristics and biases in decision making
3. Heuristics and biases in decision making continued
4. Rational and optimal decisions, class based on a pre-reading
5. Cultural differences pertaining to decision making processes
6. Processes affecting group decision making
7. Financial decision making and the psychology of money
8. Half semester test
9. Individual differences in decision making and cognitive styles
10. Social cognition – theoretical models
11. Assessment of individuals and social situations, class based on a pre-reading
12. Assessment of individuals and social situations continued
13. Creative thinking and decision making
14. Facilitation of decision making processes
15. Final class – students' presentations

# Recommended readings



"Understanding the thought processes of other cultures may very well turn out to be critical to the survival of Western civilization. . . . *The Geography of Thought* is a wake-up call." —*Providence Journal-Bulletin*



## THE GEOGRAPHY OF THOUGHT

How Asians and Westerners Think Differently... and Why

+  
RICHARD E. NISBETT