

Course title	Strategic Decision Making and Game Theory. An introduction
Course code	S 9927
Module coordinator	Studium Generale
Lecturer	<i>Dr. Evangelia Markaki</i>
Level of course	<i>Bachelor</i>
Recommended prerequisites	<i>This course is addressed to students who have no experience in the strategic decision-making process. No other technical prerequisites needed. Please, note that the course will be involving and participative to real time activities.</i>
Type of course	<i>Lecture, exercises, simulation, role plays, group work, individual work</i>
Weekly lecture hours (SWS)	2
ECTS credits	2
Workload	<i>Total 60 h: 30 h course attendance, 30 h self-study</i>
Assessment (grading; pass/fail)	<i>graded</i>
Regular cycle	<i>Each semester</i>
Language of instruction	<i>English</i>
Contents:	<i>Upon completion of this course, students will have developed decision-making skills, understanding how individuals, groups and organizations are making decisions and developing policies for the environment, sustainability, etc. The goals of the course are to provide students with a foundation to: Apply game-theory in practice, both formally and intuitively, to negotiation and bargaining situations, to recognize and assess archetypal strategic situations in complicated negotiation settings, to feel comfortable in the process of negotiation, or organizational conflict.</i>
Learning outcome (competencies):	<i>The aim of the course is also to make students understand the techniques of analysis, understand different ways of making decisions, developing processes in groups, integrating factors (eg values, prejudices, expertise, habit and power of will) in the decision-making process. Through this process they will learn to manage policy-making issues through the process of negotiating and implementing game theory. During this course students will learn the main ideas and techniques of game-theory context and analysis related to bargaining, conflict, and negotiation. As such, the course emphasizes the identification and analysis of archetypal strategic situations frequently occurring in bargaining situations.</i>
Teaching methods	<input checked="" type="checkbox"/> Lecture <input checked="" type="checkbox"/> Group work <input checked="" type="checkbox"/> Exercises <input checked="" type="checkbox"/> Simulation <input type="checkbox"/> Video feedback <input type="checkbox"/> Others: Please click here for inserting text
Assessment methods	<i>Individual report and exercise on a chosen case study. The students in groups or individually should answer the case studies given to them using the tools and approaches that will be taught and used in class.</i>
Recommended reading	<i>Reiter, T. (2021). Managing Negotiations: A Casebook. United Kingdom: Taylor & Francis.</i>

	<p>Voss, C., Raz, T. (2016). <i>Never Split the Difference: Negotiating as If Your Life Depended on It</i>. United Kingdom: Random House.</p> <p>Osborne, M. J. (2009). <i>An Introduction to Game Theory</i>. India: Oxford University Press.</p> <p>Dixit, A. and B. Nalebuff, <i>The Art of Strategy</i>, WW Norton, 2008</p> <p>Dixit, A. and B. Nalebuff, <i>Thinking Strategically</i>, WW Norton, 1991.</p>
Additional information	<p><i>The course will cover a big range of techniques, approaches, and tools for strategic decision making process where all students will be involved in.</i></p>