

Instructor: Justin Rietz M JRo Ê
Telephone: (408) 924-5416
Email: justinrietz@sjsu.edu
Office Hours: Tuesday and Thursdays 12:00pm- 1:00pm
Class Days/Time: Tuesday and Thursdays 4:30pm to 5:45pm
Classroom: CCB 100

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The use of computerized laboratory experiments, field experiments, and quasi-natural experiments to test economic theory and human behavior:

each method, understand the economic implications of experimental results, and apply experimental methods to test basic economic concepts and business decisions

FLO3 Research Methods Design laboratory and field experiments. Understand the costs and benefits of different methods of acquiring data for research. Apply these methods in an original research project.

FLO4 Quantitative Methods Collect and cleanse data from economic experiments. Analyze experimental data using modern econometric methods.

FLO5 Communication Demonstrate efficient communications skills through research project presentations.

Upon successful completion of this course, students should be able to demonstrate the following:

CLO1 Explain the use of laboratory and field experiments in economics and business, why they are used and potential downsides.

9 -100 A+	9 -96 A	9 -92 A
8 -89 B+	8 -86 B	8 -82 B
7 -79 C+	7 -76 C	7 -72 C
6 -69 D+	6 -66 D	6 -62 D
below 60 F		

Final grades will be curved. However, the curve will never hurt your grade. I don't round up grades, eg an 86.9 is a B, not a B+.

1	Jan24	Overview of course
2	Jan29	Game Theory Part I: Noncooperative games
2	Jan31	Game Theory Part II: Coordination games
3	Feb5	Introduction to Experimental Economics <ul style="list-style-type: none"> x FS Chapters 1-4 x Croson (2012)
3	Feb7	Introduction to Experimental Economics (continued)
4	Feb12	Experimental Methods <ul style="list-style-type: none"> x FS chapters 6-8 x Cassar and Friedman (Canvas)
4	Feb14	Experimental Methods (continued)
5	Feb19	Competitive Markets and Auctions Readings <ul style="list-style-type: none"> x Chamberlain (1949). x Smith (1982) x Thaler (1988)
5	Feb21	Competitive Markets and Auctions (continued)
6	Feb26	Cooperation Readings <ul style="list-style-type: none"> x Dawes and Thaler 1988 x Bo 2006
6	Feb28	Cooperation (continued)
7	Mar5	Field Experiments Readings <ul style="list-style-type: none"> x Carpenter et al (2005) x DVigna et al (2006). x Ariely and Waterbrock (2002).
7	Mar7	Field Experiments (continued) <ul style="list-style-type: none"> x Brief nideem review
8	Mar12	
8	Mar14	What is a Research Proposal and Presentation? <ul style="list-style-type: none"> x How to find a good research question? x What is the structure of a proposal? x What is included in a proposal presentation? : 3 research topic ideas

**Andreoni, James "Impure altruism and donations to public goods: A theory of warm glow giving" 7 KH
HFRRPLF100101 (1989): 461-477**

**Andrej, Dan, and Klaus Wertenbroch "Procrastination, deadlines, and performance: Self-control by
precommitment" 3 V\FKRORJL1303 (2002): 219-224**

**Ashraf, Nava, Dean Karlan, and Wesley Yin "Tying Odysseus to the mast: Evidence from commitment
savings products in the Philippines" 7 KH 4XDWHUO\ -RX12002 (2006): 656-672 RPLFV**

Tale, Richard H, and ShinoBUtzi. "Savemetonow™: Using behavioral economics to increase employeesaving" - RXUQDO RI SROU (2004): 516-517

Tale, Richard H "Anomalies Thewima's case" 7KH -RXUQDO RI (FRPP (1998): 191-202