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| **Course title** | Principles of Learning and Decision Making | | | | | |
| **Course code** | PSY311 | | | | | |
| **Course type** | Elective | | | | | |
| **Level** | Undergraduate | | | | | |
| **Year / Semester** | Year 3 | | | | | |
| **Teacher’s name** | New Hire | | | | | |
| **ECTS** | 7.5 | **Lectures / week** | 1 | **Laboratories / week** | | 0 |
| **Course purpose and objectives** | The purpose of this course is to provide students with a comprehensive understanding of the fundamental principles underlying human learning processes and decision-making mechanisms. By exploring the theoretical frameworks, empirical research, and practical applications of these concepts, students will develop a solid foundation in understanding how individuals acquire knowledge, make choices, and adapt their behaviors based on their experiences and environment. | | | | | |
| **Learning outcomes** | The following learning outcomes are expected, where students will:   1. Demonstrate a comprehensive understanding of major learning theories and decision-making models. 2. Describe neural and cognitive mechanisms underlying learning and decision-making. 3. Identify common cognitive biases and heuristics that influence decision-making. 4. Apply principles of learning to design effective strategies for skill acquisition and behavior modification. 5. Analyze decision-making scenarios and propose informed solutions considering cognitive, emotional, and social factors. | | | | | |
| **Prerequisites** | PSY205 & PSY209 | | **Required** | | No | |
| **Course content** | By exploring the theoretical frameworks, empirical research, and practical applications of these concepts, students will develop a solid foundation in understanding how individuals acquire knowledge, make choices, and adapt their behaviors based on their experiences and environment.  Week 1: Introduction to Learning and Decision Making  Week 2: Learning Theories  Week 3: Neural Mechanisms of Learning and Decision Making  Week 4: Decision-Making Models  Week 5: Learning Processes and Adaptation  Week 6: Cognitive Biases in Decision Making  Week 7: Applying Learning Principles  Week 8: Emotions and Decision Making  Week 9: Behavioral Economics and Decision Making  Week 10: Individual Differences and Cultural Influences  Week 11: Ethical Considerations  Week 12: Future Directions and Contemporary Research  Week 13: Capstone Project and Presentations | | | | | |
| **Teaching methodology** | Lecture | | | | | |
| **Bibliography** | Domjan, M. (2018). The Principles of Learning and Behavior. Cengage Learning.  Kahneman, D. (2011). Thinking, Fast and Slow. Farrar, Straus and Giroux.  Additional Readings:  Duhigg, C. (2012). The Power of Habit: Why We Do What We Do in Life and Business. Random House. | | | | | |
| **Assessment** | 1. Midterm & Final Exam (30% & 30%): Mid-term and final exams will be conducted covering the entire course. Both exams will include multiple-choice, short-answer, and essay questions. 2. Group assignment and presentation (20%): where students design and create a research design related to learning or decision-making, applying theories to real-world situations. 3. Individual assignments (10%): where students are assigned case studies that present complex learning or decision-making scenarios for students to analyze and propose solutions based on course content. 4. Presence & Participation (10%): Students should be present and actively participate in in-class discussions. | | | | | |
| **Language** | English | | | | | |