

General Information	
Academic subject	DECISION MAKING AND MOTIVATIONAL PROCESSES
Degree course	PSYCHOLOGY
Curriculum	CLINICAL AND COMMUNITY PSYCHOLOGY WORK AND ORGANIZATION PSYCHOLOGY
ECTS credits	9
Compulsory attendance	NO
Language	ITALIAN

Subject teacher	Name Surname	Mail address	SSD
	TIZIANA LANCIANO	tiziana.lanciano@uniba.it	M-PSY/01

ECTS credits details			
Basic teaching activities	11 E/1	M-PSY/01	6

Class schedule	
Period	1 st SEMESTER a.a 2018-2019
Year	1 YEAR
Type of class	Conventional

Time management	
Hours measured	1 hour = 60 min
In-class study hours	60
Out-of-class study hours	165

Academic calendar	
Class begins	15 th October 2018
Class ends	31 th January 2019

Syllabus	
Prerequisite requirements	Basic knowledge of major theories on motivation, decision making, emotional skills and their research methods.
Expected learning outcomes	<ul style="list-style-type: none"> • Knowledge and understanding of the main theories about cognitive and emotional processes • Knowledge and understanding skills applied to cognitive psychological processes in work and organization context (clinical, work, and/or community). • Autonomy of judgment in identifying critical elements in the several theories • Communication skills in expounding and arguing the main researches conducted in the field of cognitive psychology • Ability to learn new concepts and to use them transversely in different areas
Contents	<ul style="list-style-type: none"> • The course aims to provide knowledge and skills for understanding the fundamentals of the general psychology of

	<p>motivational and decisional processes. The course deals with the main theoretical models and the most relevant empirical evidence provided by the scientific literature. The course provides the basis for understanding the cognitive and emotional correlates underlying choices and problem solving in conditions of uncertainty. The course also describes the limits of human rationality, the possible errors in decision-making and the risks associated with decision-making processes in different contexts.</p> <ul style="list-style-type: none"> • Specifically, the topics covered are: <ul style="list-style-type: none"> ✓ Rational choices and emotional choices ✓ Early regret ✓ Earnings and losses ✓ Decisions and neuropsychology ✓ Anger and decision ✓ Guilt and emotion ✓ Pathological Decision Making ✓ Motivation processes underlying the decision: from the decision to the action
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Course program	
Bibliography	<ol style="list-style-type: none"> 1. Di Schiena, G. B. R. (2012). <i>Decisioni ed emozioni. Come la psicologia spiega il conflitto tra ragione e sentimento</i>. Bologna: Il Mulino. 2. Moè, A. (2010). <i>La motivazione</i>. Bologna: Il Mulino.
Notes	<ul style="list-style-type: none"> • With reference to Text 1. NO chapter <ul style="list-style-type: none"> VI. La pervasività delle emozioni nelle scelte adolescenziali: il caso della rabbia VII. «Basta che funzioni»: le decisioni tra teoria della mente ed emozioni • With reference to Text 2. NO chapter <ul style="list-style-type: none"> II. Dai bisogni all'autorealizzazione III. La motivazione fra biologia e cultura V. Rappresentazioni di sè
Scientific Articles	<ul style="list-style-type: none"> • Lerner, J. S., Li, Y., Valdesolo, P., & Kassam, K. S. (2015). Emotion and decision making. <i>Annual Review of Psychology</i>, 66.
Teaching methods	<ul style="list-style-type: none"> • Lectures • Seminars • Taking part to research activity
Assessment methods	<ul style="list-style-type: none"> • The assessment will be oral and will aim to verify the level of the student's mastery with respect to the contents proposed during the course with a specific consideration for: <ul style="list-style-type: none"> – references to theory; – lexical appropriateness;

	<ul style="list-style-type: none">– references to methods and procedures of investigation in scientific psychology;– ability to make conceptual inferences• Exoneration tests will not be proposed.
Further information	<ul style="list-style-type: none">• Tutorial material (slides, schemes, papers, etc.) will be made available to students during the course.