



Ma program in Psychology

General information	
Academic subject	Decision Making and Motivational Processes
Degree course	Psychology Curriculum: <ul style="list-style-type: none"> – Clinical and Community Psychology – Work and Organization Psychology
Academic Year	1 st
European Credit Transfer and Accumulation System (ECTS)	9
Language	Italian
Academic calendar (starting and ending date)	1 st semester (October 22 – January 23)
Attendance	Not mandatory

Professor/ Lecturer	
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Virtual headquarters	MS TEAMS, codice: uizxvr2
Tutoring (time and day)	Monday, 10-12 am

Syllabus	
Learning Objectives	The course focuses on decision psychology as a field of both basic research and applied research in all contexts in which it is essential to make a choice and a decision: clinical, organizational, judicial contexts etc ...The general aim is to provide the student with an overview of the cognitive, emotional and motivational processes underlying the behavior of choice, judgment and decision, with particular emphasis to decision-making processes in the organizational context (collective decisions) and forensic context (judicial decisions). The course also describes the limits of human rationality, the decision errors and the risks associated with decision-making processes in different contexts. Practical exercises in reading and commenting on decision-making dilemmas will be carried out.
Course prerequisites	<ul style="list-style-type: none"> – Basic knowledge of major theories on motivation, reasoning, thinking, emotional skills and their research methods.
Contents	<ul style="list-style-type: none"> – Rational choices and emotional choices – Early regret – Gain and loss – Decisions and neuropsychology – Anger and decision – Guilt and emotion – Pathological Decision Making – Motivation processes underlying the decision – Needs and Self-Realization – Perception of competence and objectives – Motivation, choices and applications – Application and implications: Legal decision and 2.0 decisions
Books and bibliography	<ul style="list-style-type: none"> – Di Schiena, R. & Bellelli, G. (2012). <i>Decisioni ed emozioni. Come la psicologia spiega il conflitto tra ragione e sentimento</i>. Bologna: Il Mulino. – Moè, A. (2010). <i>La motivazione</i>. Bologna: Il Mulino. – Forza, A., Menegon, G. e Rumiati, R. (2017). <i>Il giudice emotivo. La</i>

	<i>decisione tra ragione ed emozione</i> . Bologna: Il Mulino (Only Chapters V, VI, VII). <ul style="list-style-type: none"> – Bonabeau, E. (2009). Decisions 2.0: The power of collective intelligence. <i>MIT Sloan management review</i>, 50(2), 45. 		
Additional materials			
Work schedule			
Total	Lectures	Hands on (Laboratory, working groups, seminars, field trips)	Out-of-class study hours/ Self-study hours
Hours			
225	60		165
ECTS			
9	9		
Teaching strategy			
	<p>The course will encompass lectures, group activities, exercises, participation in research activity, and thematic workshops, with ad-hoc contributions of experienced researchers and psychology professionals.</p> <p>Following governmental and academic rules for public health, the course might be given in technology enhanced modality (with integrative remote teaching)</p>		
Expected learning outcomes			
Knowledge and understanding on:	<ul style="list-style-type: none"> – Knowledge of the main theories and decision-making models; – Knowledge of the main emotional and motivational theories combined with the processes of choice and judgment; – Knowledge of the main characteristics and problems in emotional regulation and decision-making processes; – Knowledge of the main research methods in decision psychology. 		
Applying knowledge and understanding on:	<ul style="list-style-type: none"> – Knowledge and understanding skills applied to cognitive psychological processes in work and organization context (clinical, work, and/or community). – Ability to identify strengths and limits in decision-making, volitional and motivational processes 		
Soft skills	<p><i>Making informed judgments and choices.</i> At the end of the course, the student will achieve:</p> <ul style="list-style-type: none"> – Ability to identify peculiarities and methodological flaws in the analysis of decision-making dilemmas and motivational processes (decreased motivation, motivational deficit). – Ability to problematize and scientifically observe the behavior of the decision maker. <p><i>Communicating knowledge and understanding.</i> At the end of the course, the student will achieve:</p> <ul style="list-style-type: none"> – Ability to express the contents learned during the course in a personal, critical and competent way. – Ability to present cases of decision and judgment psychology in a manner suitable for the understanding of experts and non-experts. <p><i>Capacities to continue learning.</i> At the end of the course, the student will achieve:</p> <ul style="list-style-type: none"> – Ability to read, analyze and communicate research texts, motivational interview reports and analysis of decision-making processes. – Ability to bring together the knowledge acquired in the course of study in the analysis of applied cases. 		

Assessment and feedback	
Methods of assessment	The assessment will be oral. Exoneration tests might be proposed.
Evaluation criteria	The assessment 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; - references to methods and procedures of investigation in scientific psychology; - ability to make conceptual infer
Criteria for assessment and attribution of the final mark	The exam is passed when the grade is greater than or equal to 18/30, with a maximum of 30/30.
Additional information	
	Tutorial material (slides, schemes, papers, etc.) will be made available to students during the course.