

MSc Human Decision Science

Maastricht University
School of Business and Economics



A couple of requests...

- ✓ Please ***mute yourself*** to avoid echoes.
- ✓ Please ***switch on your camera***.
- ✓ Please ***silence the alerts on your PC***
- ✓ If you have ***questions*** during the presentation, put them in the chat 😊

Go
the extra
mile



MSc Human Decision Science's Team



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(SBE)



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(SBE)



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Thomas Meissner
(SBE)

Human Decision Science

- Centres around the human decision making process
- Takes an **interdisciplinary perspective**
 - **Economics**: formal modelling
 - **Psychology**: experimental evidence
- Integrates the two approaches (integration workshop, behavioural insights)
- Applications to specific fields (elective course\thesis)



Block	MSc Human Decision Science, Programme Structure		
1	Cognitive Psychology & Cognitive Experiments	Integration Workshop	Theory of Individual & Strategic Decisions
2	Social Psychology & Decision Making		Negotiation & Allocation
3	Research Skills: Writing a Master's Thesis		
4	Behavioural Insights	Elective course	
5	Master's Thesis		
6			

Block	MSc Human Decision Science, Programme Structure		
1	Cognitive Psychology & Cognitive Experiments	Integration Workshop	Theory of Individual & Strategic Decisions
2	<p>How do rational people behave in a given decision problem?</p> <ul style="list-style-type: none"> Decision Theory Game Theory 		Negotiation & Allocation
3			Writing a Master's Thesis
4			Elective course
5	Master's Thesis		
6			

Block	MSc Human Decision Science, Programme Structure		
1	Cognitive Psychology & Cognitive Experiments	Integration Workshop	Theory of Individual & Strategic Decisions
2	<p>How to <i>design</i> the decision problem so that a <i>conflict of interest</i> is resolved?</p> <ul style="list-style-type: none"> • Mechanism design • Market design • Bargaining 		Negotiation & Allocation
3			Writing a Master's Thesis
4			Elective course
5	Master's Thesis		
6			

Block	MSc Human Decision Science, Programme Structure		
1	Cognitive Psychology & Cognitive Experiments	Integration Workshop	Theory of Individual & Strategic Decisions
2	Social Psychology & Decision Making		Negotiation & Allocation
3	Neuroeconomics	Master's Thesis	Decision Analysis
4	Behavioural Economics		Decision Under Uncertainty
5	Decision Neuroscience	Master's Thesis	Decision Under Uncertainty
6	Decision Neuroscience		Decision Under Uncertainty

What are the cognitive processes that people engage in when making decisions?

- Heuristics and biases
- Self-control
- Intertemporal choice
- Emotions

Block	MSc Human Decision Science, Programme Structure		
1	Cognitive Psychology & Cognitive Experiments	Integration Workshop	Theory of Individual & Strategic Decisions
2	Social Psychology & Decision Making		Negotiation & Allocation
3			Analysis
4			...ive course
5			
6			

How do social influences affect decision-making?

- Fairness and justice
- Intentions and regret
- Morality
- Group decision-making

Block	MSc Human Decision Science, Programme Structure		
1	Cognitive Psychology & Cognitive Experiments	Integration Workshop	Theory of Individual & Strategic Decisions
2	Social Psychology & Decision Making		Negotiation & Allocation
3	Research Skills & Writing a Master's Thesis		
4	<ul style="list-style-type: none">• Study nudging examples• Debate actual cases/projects• Guest lectures	Elective course	
5		Master's Thesis	
6			

Block	MSc Human Decision Science Programme Structure	
1	<p>How do economic and psychological models fare at explaining real human behaviour?</p> <ul style="list-style-type: none"> • Intro to the frontier of behavioural economics research • How rational the actual decision-making is? • Determinants of subjective well-being (happiness) • Introduction to Neuroeconomics 	
2		
3	Skills: Writing a Master's Thesis	
4	Behavioural Insights	Elective course
5	Master's Thesis	
6		

Block	MSc Human Decision Science, Programme Structure		
1	Fields: Accounting & Controlling, ICT Management, Entrepreneurship, Finance, Management and Organization, Marketing, Strategy and Innovation, Supply Chain Management, Human Resource Management, Behavioral Economics, Public Economics, Sustainable Development, Mediation ...		
2			
3	Research Skills: Writing a Master's Thesis		
4	Behavioural Insights	Elective course	
5	Master's Thesis		
6			

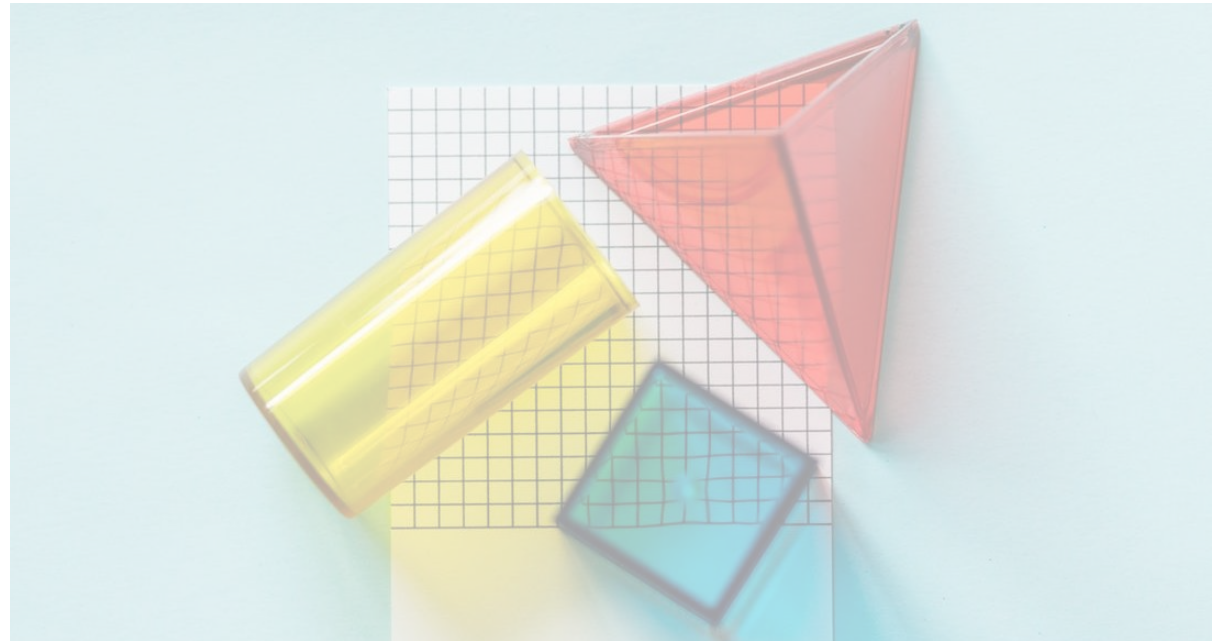
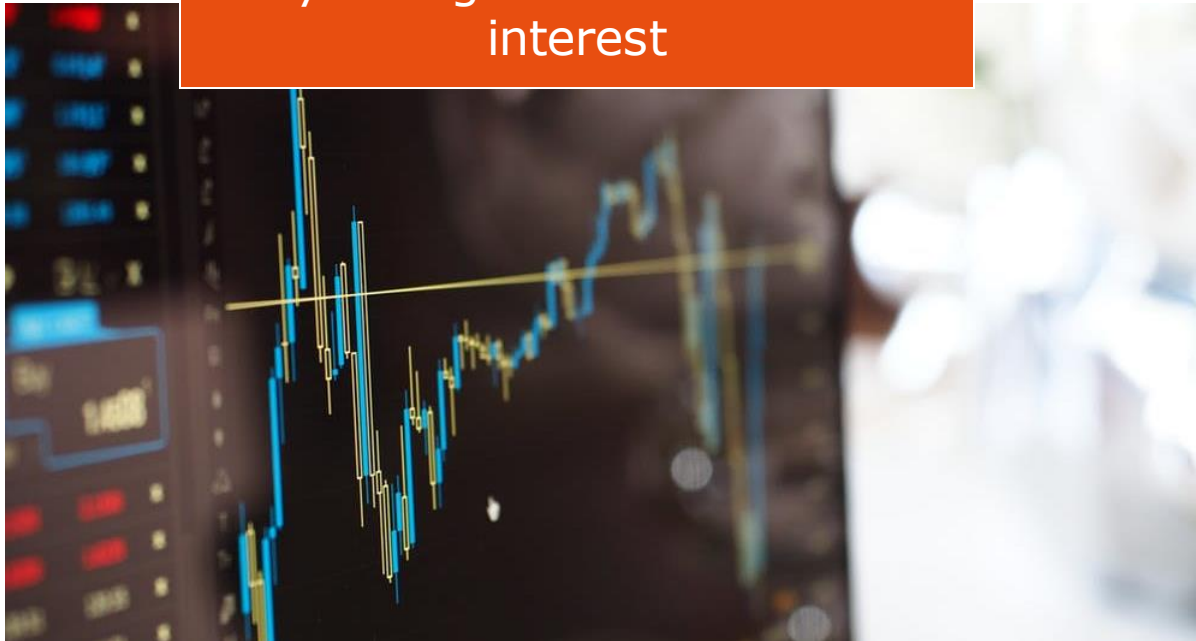
Block	MSc Human Decision Science, Programme Structure		
1	Cognitive		Strategic
2	Soci		on
3			
4			
5	Master's Thesis		
6			

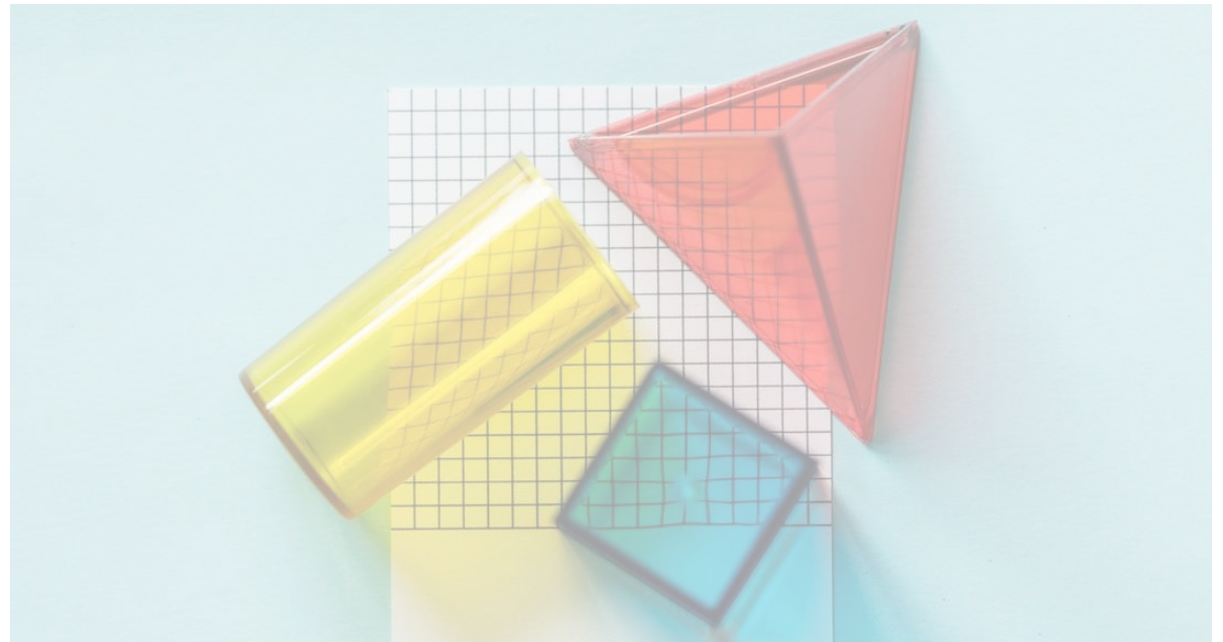
In-depth study of a problem:

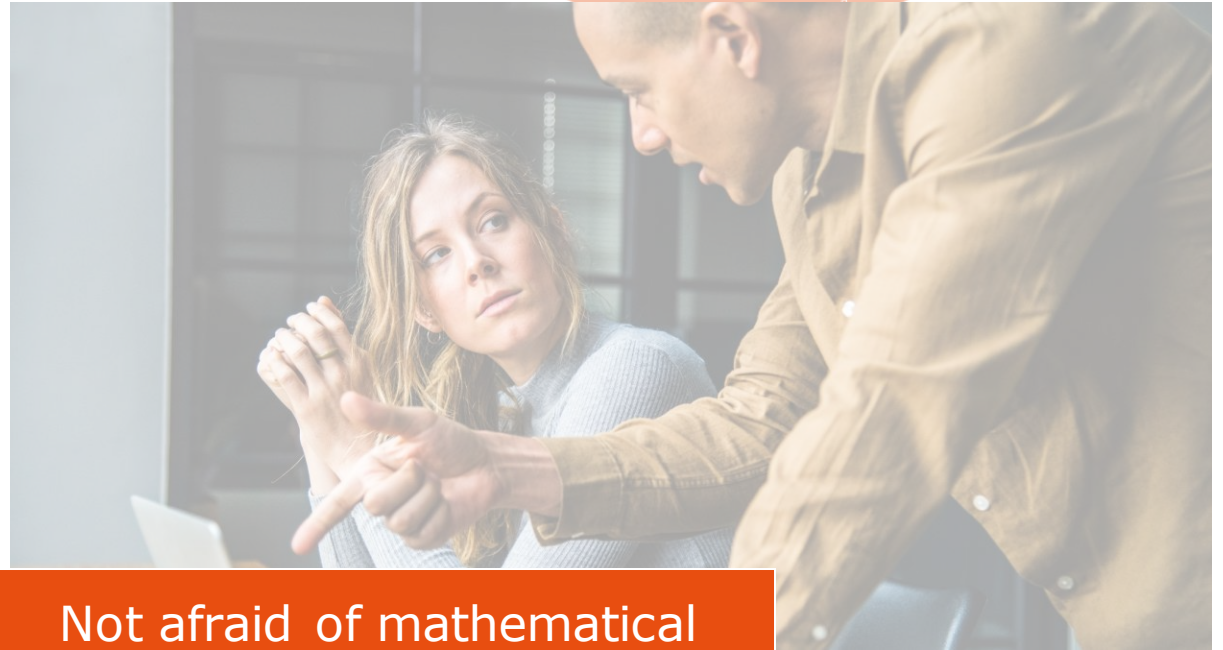
- **Topic:** Fundamental problem or Application
- **Approach:** Theoretical / empirical / experimental
- **Originality:** Some research needed
- **Basis:** Thesis can be done externally but internal supervisor is required
- **Internships/Projects:** Established relations / Individual arrangements



Psychological and economic
interest







Not afraid of mathematical models and abstract reasoning



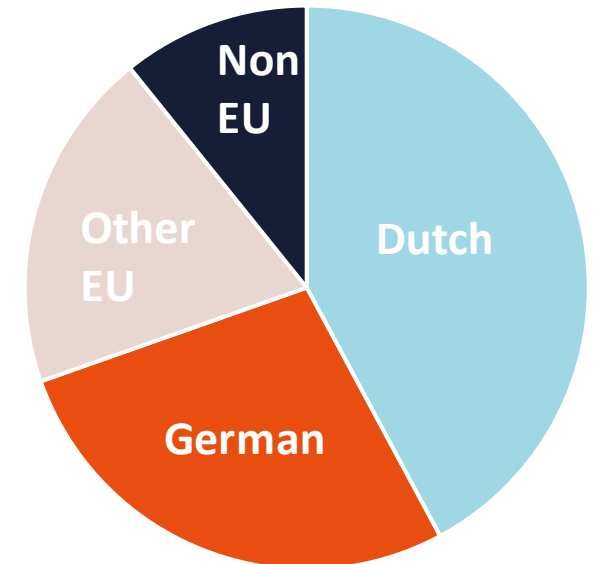
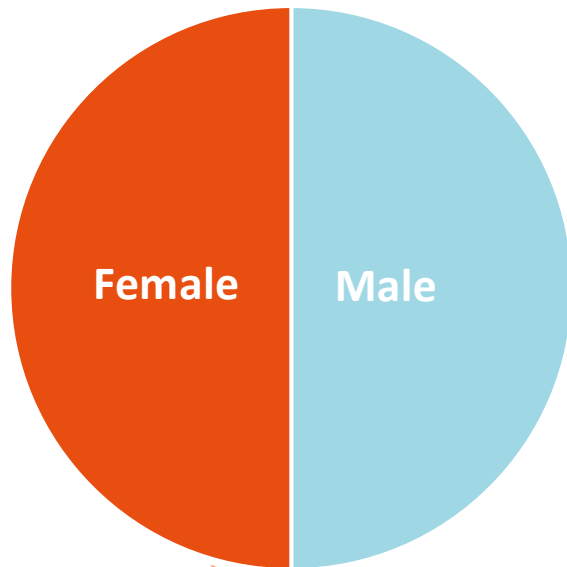
Go
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**Top-rated
Programme**

30-35 Students
per Year

✓ **Accept 75% of
applicants**



Career Prospects

- Demand is growing
- Broad perspectives (main advantage)
- Established (very relevant) **internships**
 - Dutch Behavioural Insights Team
 - National Institute for Family Finance Information (NIBUD)



Success Stories

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the **extra**
mile

UNIVERSITY:

- PhD student (Princeton University)

PUBLIC SECTOR:

- Trainee (OCW)
- Advisor (OCW)

FREELANCE:

- Co-founder (brytes)



brytes



Ministry of Education, Culture and
Science

INDUSTRY:

- Senior Product Marketing Manager Global (Philips)
- Lead Product Manager (Trivago)
- Marketing specialist (Google)
Director Marketing (Justix)
- Consultant - Sustainable Sourcing (Unilever)

PHILIPS



JUSTIX

trivago



Questions?

Applications & admissions

- Phone: +31 43 388 36 28
- E-mail: masteradmissions-sbe@MaastrichtUniversity.nl
- Application deadline: 1 June (EU), 1 May (non-EU)
- GMAT at the latest 2 weeks before application deadline

The content of the programme

- <http://code.unimaas.nl>
- <https://www.maastrichtuniversity.nl/education/master/master-human-decision-science>
- E-mail: master-sbe@MaastrichtUniversity.nl
- E-mail: a.vostroknutov@MaastrichtUniversity.nl or m.strobel@MaastrichtUniversity.nl