**Formularz opisu przedmiotu (formularz sylabusa) – dotyczy studiów I i II stopnia**

**A. Informacje ogólne**

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| Course title | Financial Psychology |
| Faculty/Institute | Faculty of Management |
| Programme for which the course is offered  | Faculty of Management |
| Course ID |  |
| Erasmus code | 14400 |
| Course group |  |
| Didactic cycle | Summer term, 2023/24 |
| Type/form of class |  |
| Brief course description | The aim of this course is to introduce the most current theoretical and practical knowledge on the consequences of cognitive, emotional, cultural, and social factors on people's financial decisions and behavior. During this course we will draw from the most influential research performed in the area of economic psychology and behavioral economics to better understand our daily choices related to money.  |
| Full course description | This course will introduce the most current knowledge in financial psychology. We will discuss a variety of issues related to money and financial behaviors, such as individual differences in approaching money, psychological and emotional mechanisms of money perception (e.g. illusion of money), symbolic meaning of money, attitudes towards money, irrational financial behaviors (e.g. time discounting, mental accounting), influence of money on motivation and happiness, the ethics of money behavior, risk taking, or investing. All this will be achieved in an experience-based classroom environment. We will learn through real-life examples, case studies, videos, and hand-on classroom experiences. The focus is put on acquisition of both theoretical knowledge, as well as skills to be used in everyday life.  |
| Prerquisites | Formal prerquisites | None |
| other prerquisites |  Knowledge of the English language (at least intermediate level) |
| Learning outcomes | Knowledge:* Students understands the complexity of money and its role in human life
* Student understands the theoretical approaches to financial behavior of laymen and experts
* Student knows and understands the main concepts and theories related to financial psychology

Abilities:* Student is be able to accurately assess and analyze people’s problems related to money, and propose effective strategies for coping with them
* Student is able to apply the theoretical knowledge to describe and analyze the non-economic reasons of financial behaviors
* Student can adequately interpret, explain and critically analyze social phenomena associated with symbolic meaning of money

Social skills:* Student is able to analyze people’s financial behaviors and motives
* Student understands the social consequences of using money for inter- and intrapersonal regulation
 |
| ECTS credits | 2 ECTS |
| Assessment methods and criteria | 1. Active participation in classes (attendance, individual and group tasks, tasks on the KAMPUS platform) - 50% 2. Final test (open and closed questions) - 50% (the test will take place once the course is completed) |
| Type of examination | Graded credit |
| Type of course | Seminar |
| Mode of delivery | Remote class (Zoom + KAMPUS e-learning platform)  |
| Language of instruction | English |
| Bibliography  | All required study materials will be available on the KAMPUS e-learning platform |
| Work placement(s) | N/A |
| Course coordinator | dr Katarzyna Dziewanowska |
| Academic teachers  | dr Anna Kuźmińska |
| Remarks | - |

**B. Informacje szczegółowe**

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| **Nazwa pola** |  |
| Name of the academic teacher | **Anna Kuźmińska** |
| Academic degree | **PhD** |
| Form of the class | Seminar |
| Learning outcomes | Knowledge:* Students understands the complexity of money and its role in human life
* Student understands the theoretical approaches to financial behavior of laymen and experts
* Student knows and understands the main concepts and theories related to financial psychology

Abilities:* Student is be able to accurately assess and analyze people’s problems related to money, and propose effective strategies for coping with them
* Student is able to apply the theoretical knowledge to describe and analyze the non-economic reasons of financial behaviors
* Student can adequately interpret, explain and critically analyze social phenomena associated with symbolic meaning of money

Social skills:* Student is able to analyze people’s financial behaviors and motives
* Student understands the social consequences of using money for inter- and intrapersonal regulation
 |
| Assessment methods and criteria for this course | 1. Active participation in classes (attendance, individual and group tasks, tasks on the KAMPUS platform) - 50% 2. Final test (open and closed questions) - 50% (the test will take place once the course is completed) |
| Type of examination  | Graded credit |
| A list of topics | 1. Economic and psychological approaches to money. Symbolic meaning of money and individual attitudes toward money
2. Market mindset and its social, behavioral, and cognitive consequences
3. Financial socialization and economic behaviors of children
4. Bounded rationality and money behavior. Mental accounting, hedonic framing, etc.
5. Decision making under risk and uncertainty (e.g. prospect theory, loss-aversion, decision weighting)
6. The impact of financial incentives on motivation
7. The psychology of financial behaviors: saving, investing, buying
8. Can money buy happiness? The relationship between money and well-being
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| Learning activities and teachingmethods | Group projects, E-learning activities, Classroom discussions, Mini-lectures, Videos, Readings |
| Bibliography | All required study materials will be available on the KAMPUS e-learning platform |
| Limit of places available |  |
| Time  |  |
| Place |  |