



ECON3062

Economic Decision-Making and Behaviour

Session 2, In person-scheduled-weekday, North Ryde 2026

Department of Economics

Contents

<u>General Information</u>	2
<u>Learning Outcomes</u>	2
<u>General Assessment Information</u>	3
<u>Assessment Tasks</u>	3
<u>Delivery and Resources</u>	6
<u>Unit Schedule</u>	6
<u>Policies and Procedures</u>	6

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General Information

Unit convenor and teaching staff

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Credit points

10

Prerequisites

ECON1020 and (ECON2015 or AFIN2050 or MKTG2002)

Corequisites

Co-badged status

Unit description

This unit provides fundamental insights into how people think and make decisions, and how altering the decision-making context can have important impacts on their choices. Students will learn how to design and test how the decision-making environment affects choices, influencing outcomes relevant to business, finance, and economic policy. Topics can include: how people make decisions under risk and uncertainty; how small changes in the decision-making environment can enhance cooperation in organisations and personal motivation; and how behaviour is shaped by financial and non-financial incentives. Economic Decision Making and Behaviour provides a unique complement to other Business School units, by facilitating an innovative mindset, improved decision-making and the testing of new ideas.

Important Academic Dates

Information about important academic dates including deadlines for withdrawing from units are available at <https://www.mq.edu.au/study/calendar-of-dates>

Learning Outcomes

On successful completion of this unit, you will be able to:

ULO1: Apply behavioural insights to formulate informed economic decisions.

ULO2: Critically reflect on how incentives influence behaviour and economic outcomes.

ULO3: Evaluate an array of empirical findings on behavioural phenomena to develop

solutions to practical problems.

ULO4: Apply experimental methods to determine whether a proposed solution is effective or not.

General Assessment Information

Late Submission Penalties

If you submit your assessment late, 5% of the total possible marks will be deducted for each day (including weekends), up to 7 days. Submissions more than 7 days late will receive a mark of 0.

Example 1 (out of 100):

If you score 85/100 but submit **20 hours late**, you will lose **5 marks** and receive **80/100**.

Example 2 (out of 30):

If you score 27/30 but submit **20 hours late**, you will lose **1.5 marks** and receive **25.5/30**.

Extensions

Automatic short extension: Some assessments are eligible for automatic short extension. You can only apply for an automatic short extension before the due date.

Special Consideration: If you need more time due to serious issues and for any assessments that are not eligible for Short Extension, you must apply for Special Consideration. Need help? Review the [Special Consideration page](#) for further details.

Assessment Tasks

Name	Weighting	Hurdle	Due	Groupwork/Individual	Short Extension	AI Approach
Skills development: Applied problem solving	20%	No	Week 6- Week 10	Individual	No	Observed
Professional practice: Experiment and design project	50%	No	04/ 11/ 2026	Individual	Yes	Open
Skills development: Behavioural observation diary	30%	No	16/ 10/ 2026	Individual	Yes	Open

Skills development: Applied problem solving

Assessment Type ¹: Presentation task

Indicative Time on Task ²: 15 hours

Due: **Week 6- Week 10**

Weighting: **20%**

Groupwork/Individual: Individual

Short extension ³: No

AI Approach: Observed

The purpose of this assessment is for you to develop the ability to apply behavioural concepts to real-world scenarios.

You will select a topical case from a provided list and present your analysis in a structured in-class presentation.

Skills in focus:

- Critical thinking and problem solving
- Communication skills
- Work readiness
- Global, ethical and environmental citizenship
- Discipline knowledge

Deliverable(s): In-class presentation

Individual assessment

On successful completion you will be able to:

- Apply behavioural insights to formulate informed economic decisions.
- Critically reflect on how incentives influence behaviour and economic outcomes.
- Evaluate an array of empirical findings on behavioural phenomena to develop solutions to practical problems.

Professional practice: Experiment and design project

Assessment Type ¹: Professional task

Indicative Time on Task ²: 25 hours

Due: **04/11/2026**

Weighting: **50%**

Groupwork/Individual: Individual

Short extension ³: Yes

AI Approach: Open

The purpose of this assessment is for you to demonstrate your ability to integrate behavioural theory and data to address business decision-making challenges.

You will design a behavioural experiment that explores a business-relevant issue and outlines potential policy implications.

Skills in focus:

- Critical thinking and problem solving
- Collaboration and communication

- Work readiness

Deliverable(s): Written report [1500 words]

Individual assessment

On successful completion you will be able to:

- Critically reflect on how incentives influence behaviour and economic outcomes.
- Evaluate an array of empirical findings on behavioural phenomena to develop solutions to practical problems.
- Apply experimental methods to determine whether a proposed solution is effective or not.

Skills development: Behavioural observation diary

Assessment Type ¹: Reflection task

Indicative Time on Task ²: 20 hours

Due: **16/10/2026**

Weighting: **30%**

Groupwork/Individual: Individual

Short extension ³: Yes

AI Approach: Open

The purpose of this assessment is for you to observe the world around them and to reflect on the relevance of behavioural concepts. The task involves students keeping a reflective journal documenting real-life examples of biases or heuristics, drawing connections to lecture content.

Students will submit a written reflection on the connection between theory and their collection of real-life examples, discussing possible interventions.

You will maintain a reflective journal documenting real-life examples of biases or heuristics, and submit a written reflection on the connection between theory and their collection of real-life examples, discussing possible interventions.

Skills in focus:

- Critical thinking and problem solving
- Discipline knowledge

Deliverable(s): Written reflection [600 words]

Individual assessment

On successful completion you will be able to:

- Apply behavioural insights to formulate informed economic decisions.
- Evaluate an array of empirical findings on behavioural phenomena to develop solutions

to practical problems.

- Apply experimental methods to determine whether a proposed solution is effective or not.

¹ If you need help with your assignment, please contact:

- the academic teaching staff in your unit for guidance in understanding or completing this type of assessment
- [Academic Success](#) for academic skills support.

² Indicative time-on-task is an estimate of the time required for completion of the assessment task and is subject to individual variation.

³ An automatic short extension is available for some assessments. Apply through the [Service Connect Portal](#).

Delivery and Resources

This unit is delivered face-to-face, as a two-hour lecture and a one-hour tutorial each week.

Readings will be assigned and made available via links on iLearn. Please check iLearn regularly for the details.

Unit Schedule

The detailed week schedule will be available on iLearn.

Policies and Procedures

Macquarie University policies and procedures are accessible from [Policy Central \(https://policies.s.mq.edu.au\)](https://policies.s.mq.edu.au). Students should be aware of the following policies in particular with regard to Learning and Teaching:

- [Academic Appeals Policy](#)
- [Academic Integrity Policy](#)
- [Academic Progression Policy](#)
- [Assessment Policy](#)
- [Fitness to Practice Procedure](#)
- [Assessment Procedure](#)
- [Complaints Resolution Procedure for Students and Members of the Public](#)
- [Special Consideration Policy](#)

Students seeking more policy resources can visit [Student Policies \(https://students.mq.edu.au/support/study/policies\)](https://students.mq.edu.au/support/study/policies). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

To find other policies relating to Teaching and Learning, visit [Policy Central \(https://policies.mq.edu.au\)](https://policies.mq.edu.au) and use the [search tool](#).

Student Code of Conduct

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: <https://students.mq.edu.au/admin/other-resources/student-conduct>

Results

Results published on platform other than [eStudent](#), (eg. iLearn, Coursera etc.) or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in [eStudent](#). For more information visit connect.mq.edu.au or if you are a Global MBA student contact globalmba.support@mq.edu.au

Academic Integrity

At Macquarie, we believe [academic integrity](#) – honesty, respect, trust, responsibility, fairness and courage – is at the core of learning, teaching and research. We recognise that meeting the expectations required to complete your assessments can be challenging. So, we offer you a range of resources and services to help you reach your potential, including free [online writing and maths support](#), [academic skills development](#) and [wellbeing consultations](#).

Student Support

Macquarie University provides a range of support services for students. For details, visit <http://students.mq.edu.au/support/>

Academic Success

[Academic Success](#) provides resources to develop your English language proficiency, academic writing, and communication skills.

- [Ask a Study Coach](#)
- [Access StudyWISE](#)
- [Upload an assignment to Studiosity](#)
- [Complete the Academic Integrity Module](#)

The Library provides online and face to face support to help you find and use relevant information resources.

- [Subject and Research Guides](#)
- [Ask a Librarian](#)

Student Services and Support

Macquarie University offers a range of [Student Support Services](#) including:

- [IT Support](#)

- [Accessibility and disability support](#) with study
- Mental health [support](#)
- [Safety support](#) to respond to bullying, harassment, sexual harassment and sexual assault
- [Social support including information about finances, tenancy and legal issues](#)
- [Student Advocacy](#) provides independent advice on MQ policies, procedures, and processes

Student Enquiries

Got a question? Ask us via the [Service Connect Portal](#), or contact [Service Connect](#).

IT Help

For help with University computer systems and technology, visit <https://students.mq.edu.au/support/technology/service-desk>.

When using the University's IT, you must adhere to the [Acceptable Use of IT Resources Policy](#). The policy applies to all who connect to the MQ network including students.

Unit information based on version 2026.06 of the [Handbook](#)