

# Syllabus

## How to Make Faster, Smarter Decisions

Monday 11 A.M. to 12:45 P.M.

Anita Morgan

[anitakmorgan@gmail.com](mailto:anitakmorgan@gmail.com)

Class 1 – The economist’s tool kit – 6 principles

- People respond to incentives
- No such thing as a free lunch
- Two sides to every interaction
- Law of unanticipated influences
- Law of unanticipated consequences
- No one is in complete control

Class 2 – The economist’s tool kit – 3 core concepts

- Rationality
- Marginal analysis
- Optimization

Class 3 – The myth of “true value” & decision hacking by con artists

Class 4 – Incentives and optimal choice

Class 5 – False incentives, real harm

Class 6 – The economics of ignorance

**Spring Break- No Class**

Class 7 – Playing the odds, reason in a risky world

Class 8 – The economics of information

Class 9 – Guest speaker TBD