

## Behavioural Management Control

module description valid from 01/03/2026

### General module information

<b>module number</b>	W.MSCIFM_BC01.25
<b>type of module</b>	C-Core Module
<b>module level</b>	B-Basis level
<b>ECTS credits</b>	3
<b>module category</b>	learning module (LM)
<b>workload</b>	
<b>contact hours, in hrs</b>	27.00
<b>supervised self-study, in hrs</b>	63.00
<b>unsupervised self-study, in hrs</b>	0.00
<b>delivery / execution</b>	autumn semester
<b>regularity of in-person classes</b>	weekly
<b>module coordinator(s)</b>	Markus Gisler (markus.gisler@hslu.ch)
<b>teaching language</b>	English

### Record

<b>record</b>	The module introduces the foundations of behavioural decision-making, focusing on how human, social, cognitive and emotional factors influence judgments and actions. Financial managers benefit from understanding the sources of irrational behaviour and from developing strategies to mitigate biases in their own decision-making. A particular emphasis is placed on experiencing, reflecting on and improving individual and organisational decision practices to foster greater rationality and more reliable outcomes.
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### Placement in the course of studies

<b>degree programme / use</b>	Master of Science in International Financial Management
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### Module content

<b>learning objectives</b>	Subject knowledge and skills: Understand behavioural aspects of decision making; understand the psychological reasons for irrationality
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	<p>in decision making; understand psychological processes in decision making</p> <p>Problem-solving: Ability to identify situations and processes with a higher risk of irrational judgments and decisions made by oneself and by others; ability to reduce own irrational judgments and decisions; ability to detect and prevent irrational behaviour in decision making</p> <p>Methodology: Be able to use and apply tools and methods in order to prevent irrational decisions; ability to use “nudging” as a tool to influence decision making of others</p> <p>Understand communication as a tool which leads to irrational judgments and decisions; ability to discuss and explain irrational behaviour with superiors, peers and subordinates</p> <p>Social skills: Knowledge about the influence of social relationships on irrational behaviour</p> <p>Self-related skills: Being aware of one's own behavior when making decisions; recognizing one's own irrational behavior; reflecting on one's own behavior when making decisions; applying a high degree of rationality to one's own judgments and decisions.</p>
<b>learning content and structure</b>	<ul style="list-style-type: none"> <li>• Two systems</li> <li>• Judgment heuristics and biases</li> <li>• Overconfidence</li> <li>• Choices</li> <li>• Two Selves</li> <li>• Nudging</li> <li>• Leadership challenge</li> </ul>
<b>teaching and learning methods</b>	<p>Contact Hours: Lecture; surveys; exercises; case studies; hot seat with guest lectures; leadership challenge day</p> <p>Directed Study: individual work; group work; compulsory reading</p>
<b>Learning objectives acc. the competency model</b>	<p>Graduates demonstrate the subject-expertise required to manage organizations in their field of business.</p> <p>Graduates apply research-based problem-solving skills.</p> <p>Graduates create innovative, research-based solutions in practically oriented settings.</p> <p>Graduates implement innovative, research-based solutions in practically oriented settings.</p> <p>Graduates critically evaluate the impact of their solutions.</p> <p>Graduates know the strengths and weaknesses, and the effects of their own personality in business contexts.</p> <p>Graduates demonstrate resilience when confronted with difficult individual, societal, and international business team situations.</p>

### Assessed assignment

<b>grading scale</b>	HSLU.Halbe Noten
<b>examination/assessment 1</b>	
<b>art</b>	written examination/assessment

<b>form</b>	individual examination
<b>time</b>	during the semester/block week
<b>exam location</b>	remote
<b>in group</b>	No
<b>scope</b>	1.00 Page(s)
<b>weighting</b>	30 %
<b>electronic</b>	no
<b>comments</b>	Submission of two questions for Hot Seat Event
<b>examination/assessment 2</b>	
<b>art</b>	practical examination/assessment
<b>form</b>	assessed assignment
<b>time</b>	during the semester/block week
<b>exam location</b>	on-site/in-person
<b>in group</b>	Yes
<b>scope</b>	7.00 Hour(s)
<b>weighting</b>	20 %
<b>electronic</b>	no
<b>comments</b>	Leadership Challenge Day: Team Work and Assessment
<b>examination/assessment 3</b>	
<b>art</b>	written examination/assessment
<b>form</b>	individual examination
<b>time</b>	end of semester/block week
<b>exam location</b>	on-site/in-person
<b>in group</b>	No
<b>scope</b>	40.00 Minute(s)
<b>weighting</b>	50 %
<b>electronic</b>	no

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