

## DEGREE COURSE 'PSYCHOLOGY'

2023-2024

### PSYCHOLOGY OF EMOTIONS AND DECISIONS

General information	
Year of the course	1 <sup>st</sup> year
Academic calendar (starting and ending date)	1 <sup>st</sup> semester (October 2023 – January 2024)
Credits (CFU/ETCS):	9
SSD	M-PSI/01
Language	Italian
Mode of attendance	Not mandatory

Professor/ Lecturer	
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Virtual room	/
Office Hours (and modalities: e.g., by appointment, on line, etc.)	Monday, 10-12 am

Work schedule			
Hours			
Total	Lectures	Hands-on (laboratory, workshops, working groups, seminars, field trips)	Out-of-class study hours/ Self-study hours
225	60	0	165
CFU/ETCS			
9	9	0	

<b>Learning Objectives</b>	The course aims to provide students with knowledge and skills for understanding the foundations of the general psychology of emotions and decision-making. The course deals with the main theoretical reference models and the most relevant empirical evidence provided by the scientific literature of the field; it provides the basis for understanding the cognitive and emotional processes underlying choices and problem solving under conditions of uncertainty; it also describes the limits of human rationality, possible bias and the risks associated with decision-making processes in different contexts (e.g. daily life, clinical environment, forensic context, organization).
<b>Course prerequisites</b>	Basic knowledge of major theories on cognitive processes and their research methods.

<b>Teaching strategies</b>	<ul style="list-style-type: none"> <li>– With respect to the learning outcome of acquiring knowledge and understanding, frontal teaching is the main teaching method;</li> <li>– With respect to the learning outcome of being able to apply knowledge and understanding, the course will encompass lectures, group activities, exercises,</li> </ul>
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	simulations, participation in research activity, and thematic workshops, with ad-hoc contributions of experienced researchers and psychology professionals.
<b>Expected learning outcomes in terms of</b>	
<b>Knowledge and understanding on:</b>	<ul style="list-style-type: none"> <li>– Knowledge of the main theories and decision-making models.</li> <li>– Knowledge of the main emotional theories combined with the processes of choice and judgment.</li> <li>– Knowledge of the main characteristics and problems in emotional regulation and decision-making processes.</li> <li>– Knowledge of the main research methods in psychology of decision-making.</li> <li>– Knowledge of the main research methods in psychology of emotions.</li> </ul>
<b>Applying knowledge and understanding on:</b>	<ul style="list-style-type: none"> <li>– Knowledge and understanding skills applied to cognitive psychological processes in work and organization context (clinical, forensic, work/organizational).</li> <li>– Ability to identify strengths and limits in decision-making, emotional volitional and motivational processes.</li> </ul>
<b>Soft skills</b>	<p><i>Making informed judgments and choices</i> At the end of the course, the student will achieve:</p> <ul style="list-style-type: none"> <li>– Ability to identify peculiarities and methodological flaws in the analysis of decision-making dilemmas.</li> <li>– Ability to problematize and scientifically observe the behavior of the expert and naive decision maker.</li> <li>– Ability to identify emotional strategies and emotional difficulties in decision-making processes.</li> </ul> <p><i>Communicating knowledge and understanding</i> At the end of the course, the student will achieve:</p> <ul style="list-style-type: none"> <li>– Ability to express the contents learned during the course in a personal, critical and competent way.</li> <li>– Ability to present cases of decision and emotion psychology in a manner suitable for the understanding of experts and non-experts.</li> </ul> <p><i>Capacities to continue learning.</i> At the end of the course, the student will achieve:</p> <ul style="list-style-type: none"> <li>– Ability to read, analyse and communicate research texts, motivational interview reports and analysis of decision-making processes.</li> <li>– Ability to bring together the knowledge acquired in the course of study in the analysis of applied cases.</li> </ul>
<b>Syllabus</b>	
<b>Content knowledge</b>	<ul style="list-style-type: none"> <li>– Rational choices and emotional choices</li> <li>– Heuristics and systematic errors in judgment</li> <li>– Estimate probabilities of gains and losses</li> <li>– The decision-making under risk</li> <li>– Decision-making and cognitive processes</li> <li>– Emotions and decision-making</li> <li>– Anticipated regret</li> <li>– Anger, guilt and decision-making</li> <li>– The moral decision</li> <li>– The neuropsychological processes in decision-making</li> <li>– Group decision-making</li> <li>– The pathological decision-making</li> </ul>



	<ul style="list-style-type: none"> <li>– The judicial decision and cognitive biases</li> <li>– In-depth analysis of judgments of truthfulness and deception</li> <li>– In-depth analysis of decision-making processes in obsessive-compulsive disorder</li> </ul>
<b>Texts and readings</b>	<ul style="list-style-type: none"> <li>– Bonini, N., Del Missier, F., &amp; Rumiati, R. (2008). <i>Psicologia del giudizio e della decisione</i>. Bologna: Il Mulino.</li> <li>– Di Schiena, R. &amp; Bellelli, G. (2012). <i>Decisioni ed emozioni. Come la psicologia spiega il conflitto tra ragione e sentimento</i>. Bologna: Il Mulino.</li> <li>– Forza, A., Menegon, G. e Rumiati, R. (2017). <i>Il giudice emotivo. La decisione tra ragione ed emozione</i>. Bologna: Il Mulino (Solo Capitoli V, VI, VII).</li> <li>– Masip, J. (2017). Deception detection: State of the art and future prospects. <i>Psicothema</i>, 29(2), 149-159.</li> <li>– Nisticò, V., De Angelis, A., Erro, R., Demartini, B., &amp; Ricciardi, L. (2021). Obsessive-compulsive disorder and decision making under ambiguity: a systematic review with meta-analysis. <i>Brain sciences</i>, 11(2), 143.</li> </ul>
<b>Notes, additional materials</b>	/
<b>Repository</b>	Tutorial material (slides, schemes, papers, etc.) will be made available to students on teacher web-site <a href="https://www.uniba.it/it/docenti/lanciano-tiziana">https://www.uniba.it/it/docenti/lanciano-tiziana</a>

<b>Assessment</b>	
Assessment methods	The assessment will be oral. Exoneration tests might be proposed and they will be promptly communicated during the course along with the test modalities.
Assessment criteria	The assessment will aim to verify the level of the student's mastery with respect to the contents proposed during the course with a specific consideration for: <ul style="list-style-type: none"> <li>– references to theory (knowledge and understanding);</li> <li>– references to methods and procedures of investigation in scientific psychology and ability to understand the methodological characteristics of a research study (applying knowledge and understanding);</li> <li>– ability to make conceptual inferences (making informed judgments and choices);</li> <li>– lexical appropriateness (communicating knowledge and understanding);</li> <li>– ability to elaborate contents (capacities to continue learning).</li> </ul>
Final exam and grading criteria	The exam is passed when the grade is greater than or equal to 18/30, with a maximum of 30/30
<b>Further information</b>	