Department of Social and Decision Sciences

Location: Porter Hall 208
www.cmu.edu/dietrich/sds (http://www.cmu.edu/dietrich/sds/)

The Department of Social and Decision Sciences is a multidisciplinary department that offers undergraduate programs that focus on decision making using a broad set of social science approaches. Theoretical and empirical work is seamlessly combined with the practical skills needed to excel in key decision making roles in the public, private, and non-profit sectors and in advanced graduate studies. Our students learn how to combine standards of rationality with the realities of human and organizational behavior and to apply these lessons across a wide variety of endeavors, ranging from government service to leadership positions consulting, marketing, data science, and other sectors.

The department offers undergraduate majors in Behavioral Economics, in Decision Science, and in Policy and Management. Each major includes a distinct set of required and elective courses. Course offerings leverage faculty strength in behavioral decision making, behavioral economics, and behavioral science approaches to public policy to produce a unique curriculum.

Our faculty is committed to the academic success and growth of our students and many of our undergraduates work with faculty on research projects and internships. The directors of the majors are easily accessible and encourage students to talk with them about their curriculum, progress, and available opportunities. Our academic advisors are committed to working with each individual student to help them create, clarify, and meet their goals.

The Department of Social and Decision Sciences has long been recognized as a global nexus of decision science expertise, offering undergraduate programs that are available at few other universities. Our cohesive majors combine theory and practice allowing our graduates to excel in a range of professions or in the pursuit of advanced studies.

The Major in Behavioral Economics

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Lizzy Stoyle, *Senior Academic Advisor*
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The field of Behavioral Economics (BE) integrates perspectives from Economics and Psychology to better understand how people make consequential decisions and to leverage this understanding to improve the design of the policies, programs, and institutions that govern such behavior. The last decade has witnessed an explosion of interest in BE among governments and organizations, around the world, including here in the United States. On the policy front, this has led to the formation of government "nudge" units charged with applying BE principles to policy areas such as education, criminal justice, taxation, social benefit programs, consumer protection, and unemployment. Organizations have also aggressively sought to apply BE to encourage employee productivity, improve employee health and financial wellness, reshape managerial and hiring decisions, and to better understand and engage consumers.

The faculty in the Department of Social and Decision Sciences (SDS) has long stood at the forefront of research and teaching in BE. Our faculty has developed a reputation for working closely with governments and firms to help apply BE to address a range of issues such as predatory lending and consumer protection, bias among institutional investors, employee reward and incentive programs, behavioral barriers to retirement savings, participation in social service programs, medical adherence, pre-trial detainment of defendants, and gender and racial inequality in the workplace.

The new major of BE-- the first of its kind among US undergraduate institutions--was designed to rigorously train students in the field of Behavioral Economics and to encourage them to critically consider its relevance to policy and organizations. The major emphasizes both theory and the practical promise of BE to solve problems of importance to policy makers and organizations through the largest undergraduate selection of BE courses of any university in the world. Towards this end, students will learn to collect original data, design field and laboratory experiments, analyze data and draw causal inferences, and develop interventions to improve economic outcomes and decisions. The core requirements include courses in Economics, Psychology, Behavioral Economics, and quantitative methods- including experimental design and econometrics. Students who complete the major will be well positioned to enter the private sector in a role involving data or people analytics, marketing, corporate strategy, or human resources, or to enter a wide range of graduate degree programs.

Prerequisites

All Behavioral Economics majors must complete mathematics and statistics prerequisites (see below), by the end of the sophomore year.

Mathematics Prerequisite		Units
21-111-21-112	Calculus I-II	10-20
or 21-120	Differential and Integral Calculus	

Statistics Prerequisite		Units
36-200	Reasoning with Data	9

Curriculum

The core curriculum in Behavioral Economics consists of three Behavioral Economics courses, two Economic courses, two Psychology courses, three quantitative courses, and one project course.

Behavioral Economics Courses		Units
88-360	Behavioral Economics	9
88-365	Behavioral Economics and Public Policy	9
88-367	Behavioral Economics & Field Experiments in Organizations	9
		27

Economics Courses		Units
73-102	Principles of Microeconomics	9
or 73-104	Principles of Microeconomics Accelerated	
Second-Level Economics Course*		
88-221	Markets, Democracy, and Public Policy	9
or 73-103	Principles of Macroeconomics	
or 73-158	Markets, Models, and Math	
or 73-230	Intermediate Microeconomics	
or 73-328	Health Economics	
or 73-347	Game Theory Applications for Economics and Business	
or 73-359	Benefit-Cost Analysis	
or 73-408	Law and Economics	
or 73-421	Emerging Markets	
or 73-427	Sustainability, Energy, and Environmental Economics	
		18

* Second-Level Economics course CANNOT double count with the Economics Elective course.

Psychology Courses		Units
88-120	Reason, Passion and Cognition *	9
88-302	Behavioral Decision Making	9
		18

* 88-120 Should be taken in the first or sophomore year.

Quantitative Methods Courses		Units
36-202	Methods for Statistics & Data Science	9
88-251	Empirical Research Methods	9
88-252	Cause and Effect	9
or 73-274	Econometrics I	
		27

Senior Project Course		Units
88-453	Behavioral Economics Capstone	9
		9

ELECTIVES **36 units**

Complete at least 27 units from the following categories. Students MUST take one elective from the Economics category, and another from the Behavioral Economics category. The third elective may be chosen from either the Behavioral Economics or Psychology categories. Note that not all elective courses are offered every year.

Economics*		Units
73-103	Principles of Macroeconomics	9
73-158	Markets, Models, and Math	9
73-230	Intermediate Microeconomics **	9
73-328	Health Economics	12
73-347	Game Theory Applications for Economics and Business	9
73-359	Benefit-Cost Analysis	9
73-408	Law and Economics	9
73-421	Emerging Markets ***	9
73-427	Sustainability, Energy, and Environmental Economics	9
88-323	Policy in a Global Economy	9

* ANY 73-3XX or 73-4XX courses be counted as an economic elective course. Consult the Academic Advisor for more information about this process. NOTE: The Economics Elective course CANNOT double count with the Second-Level Economics core requirement.
** Requires additional Math beyond 21-112 or 21-120.
*** 73-421 has a required prerequisite of 73-103 Principles of Macroeconomics, which is NOT a course requirement for the BE major.

Behavioral Economics		Units
88-255	Strategic Decision Making	9
88-261	Health Policy	9
88-275	Bubbles: Data Science for Human Minds	9
88-300	Programming and Data Analysis for Social Scientists	9
88-366	Behavioral Economics of Poverty and Development	9
88-406	Behavioral Economics @ Work	9
88-418	Negotiation: Strategies and Behavioral Insights	9

Psychology		Units
70-311	Organizational Behavior	9
70-385	Consumer Behavior *	9
70-443	Digital Marketing and Social Media Strategy	9
85-350	Psychology of Prejudice	9
85-352	Evolutionary Psychology	9
85-358	Pro-Social Behavior	9
85-375	Crosscultural Psychology	9
85-377	Attitudes and Persuasion	9
85-442	Health Psychology	9
85-446	Psychology of Gender	9
88-230	Human Intelligence and Human Stupidity	9
88-231	Thinking in Person vs. Thinking Online	9
88-312	Decision Models and Games	9
88-342	The Neuroscience of Decision Making	9
88-372	Social and Emotional Brain	9
88-380	Dynamic Decisions	9
88-388	Psychological Models of Decision Making	9
88-419	International Negotiation	9
88-435	Decision Science and Policy	9

* 70-385 has a required prerequisite of 70-381 Marketing 1, which is NOT a course requirement for the BE major.

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Note: Some courses have additional prerequisites.
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Behavioral Economics, B.S. Sample Curriculum

First-Year		Second-Year	
Fall	**Spring**	**Fall**	**Spring**
88-120 Reason, Passion and Cognition*	36-202 Methods for Statistics & Data Science	88-251 Empirical Research Methods	88-252 Cause and Effect
21-120 Differential and Integral Calculus	Second-Level Economics Course Pick One (88-221, 73-103, 73-158, 73-230 (requires Math beyond 21-112/21-120), 73-328, 73-347, 73-359, 73-408, 73-421, 73-427)	88-360 Behavioral Economics	88-302 Behavioral Decision Making
36-200 Reasoning with Data	Pick One (Grand Challenge Seminar, First Year Writing, Disciplinary Perspectives: Humanities)	88-365 Behavioral Economics and Public Policy	88-367 Behavioral Economics & Field Experiments in Organizations
73-102 Principles of Microeconomics Or 73-104 Principles of Microeconomics Accelerated	Pick One (Grand Challenge Seminar, First Year Writing, Disciplinary Perspectives: Humanities)	Gen Ed or Elective	Behavioral Economics Elective
Pick One (Grand Challenge Seminar, First Year Writing, Disciplinary Perspectives: Humanities)	Gen Ed or Elective	Gen Ed or Elective	Gen Ed or Elective

Third-Year		Fourth-Year	
Fall	**Spring**	**Fall**	**Spring**
Economics Elective	Psychology Elective	88-453 Behavioral Economics Capstone	Elective or Senior Honors Thesis**
Gen Ed or Elective	Gen Ed or Elective	Elective	Elective
Gen Ed or Elective	Elective	Elective	Elective
Elective	Elective	Elective	Elective
Elective	Elective	Elective	Elective

* Should be taken as the first course in Behavioral Economics major sequence. It is intended for students in their first or second year and is offered in both the fall and spring semesters. It may be taken as late as the junior year.
** Senior Honors Thesis may be substituted in the Spring term for 88-453 Behavioral Economics Capstone, which is only offered in the Fall term.

This is presented as a recommended plan for completing major requirements. The major can be completed in as few as two years (not that it must be), but students may not have time for other opportunities such as additional majors or study abroad. Students may declare their major as early as the third week of the spring semester in the first-year. Students who are planning to attend the Washington Semester Program, to study abroad, to apply for the Heinz Accelerated Masters Program, or to pursue an additional major/minor may have a very different curriculum map and should consult early – and often – with the Behavioral Economics Academic Advisor.

Additional Major

Students who elect Behavioral Economics as an additional major must fulfill all of the requirements of the Behavioral Economics major.

Additional majors cannot count BE electives toward simultaneously fulfilling requirements for another major or minor. Students who are interested in an additional major in Behavioral Economics should consult the Behavioral Economics Academic Advisor for guidance.

Students pursuing Decision Science with an additional major in Behavioral Economics may only count 36-202 , 73-102, 88-120, 88-251 and 88-302 toward the completion of both majors.

Students pursuing Policy and Management with an additional major in Behavioral Economics may only count 36-202, 73-102 and 88-251 toward the completion of both majors.

The Major in Decision Science

Silvia Saccardo, *Faculty Director*

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Lizzy Stoyle, *Senior Academic Advisor*
Advises Primary Majors in Decision Science
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Connie Angermeier, *Senior Academic Program Manager*
Advises All Transfer Students, Additional Majors and Minors in Decision Science
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The interdisciplinary field of Decision Science seeks to understand and improve the judgment and decision making of individuals, groups, and organizations. Qualified graduates can continue to PhD programs in Decision Science or related fields (e.g., psychology, business), pursue professional degrees (e.g., MBA, MD, JD, MPH), or take professional positions in business, government, consulting, or the non-profit sector. Students work with faculty and the Academic Advisor to tailor their education to their personal needs and interest.

Carnegie Mellon is one of the leading centers for the study of Decision Science - and offers the only undergraduate major that integrates analytical and behavioral approaches to decision making. Our faculty are involved in applying Decision Science in a wide variety of areas, allowing them to share practical experiences with students. These applications include use of decision aids (e.g., effects on cognitive processes of using technology), medical decision making (e.g., harnessing decision principles to design interventions to promote healthy behavior), risk management (e.g., assessing and communicating the risks of climate change), marketing (e.g., understanding the effects of inter-temporal choice on purchasing decisions), and business (e.g., identifying unrecognized conflicts of interest).

Decision Science is grounded in theories and methods drawn from psychology, economics, philosophy, statistics, and management science. Courses in the major cover the three aspects of decision science: (a) normative analysis, creating formal models of choice; (b) descriptive research, studying how cognitive, emotional, social, and institutional factors affect judgment and choice, and (c) prescriptive interventions, seeking to improve judgment and decision making. In addition to gaining a broad education in the principles of judgment and decision making, Decision Science majors gain broadly applicable skills in research design and analysis and in application of research findings to behavioral problems in consumer, organizational, and public policy arenas..

The core courses present fundamental theories and results from the study of decision making, along with their application to real-world problems. They introduce students to methods for collecting and analyzing behavioral data. For example, students learn to conduct surveys (e.g., uncovering consumer or managerial preferences), design experiments (e.g., evaluating theories, comparing ways of presenting information), and evaluate the effectiveness of interventions.

The elective courses provide students with additional knowledge in areas of decision making that meet their personal, intellectual, and career goals. These courses are organized into six clusters: biological and behavioral aspects of decision making, managerial and organizational aspects, philosophical and ethical perspectives, economic and statistical methods, public policy, and research methods. Students can concentrate in one area or spread their studies across them. In addition to coursework, the department offers research opportunities for interested and qualified students. Participating in research helps students to extend their mastery of decision science, discover whether a research career is right for them, and get to know faculty and graduate students better.

Prerequisites

All Decision Science majors must complete mathematics, statistics, and analytic methods prerequisites (see below), by the end of the sophomore year.

Mathematics Prerequisite		Units
21-111-21-112	Calculus I-II	10-20
or 21-120	Differential and Integral Calculus	

Statistics Prerequisite		Units
36-200	Reasoning with Data	9

Students must take one course from the following set (or an approved alternative). Students may not count a course used to fulfill the Mathematics Prerequisite as also filling the Analytic Methods Prerequisite. Students may not count a course used to fulfill the Analytic Methods Prerequisite as also filling a Decision Science elective.

Analytic Methods Prerequisite		Units
21-122	Integration and Approximation	10
21-256	Multivariate Analysis	9
21-257	Models and Methods for Optimization	9
36-309	Experimental Design for Behavioral & Social Sciences	9
36-401	Modern Regression	9
36-410	Introduction to Probability Modeling	9
80-210	Logic and Proofs	9
80-211	Logic and Mathematical Inquiry	9
80-315	Modal Logic	9
88-252	Cause and Effect	9
88-300	Programming and Data Analysis for Social Scientists	9

Curriculum

The core curriculum in Decision Science consists of five courses providing the theoretical perspectives of Decision Science, two courses in research methods, and one capstone.

Theoretical Perspectives		Units
73-102	Principles of Microeconomics	9
85-102	Introduction to Psychology	9
88-120	Reason, Passion and Cognition *	9
88-223	Decision Analysis	12
88-302	Behavioral Decision Making	9
		48

* 88-120 should be taken in the freshman or sophomore year.

Statistical Research Methods (one course)*		Units
36-202	Methods for Statistics & Data Science	9
36-309	Experimental Design for Behavioral & Social Sciences	9
85-309	Statistical Concepts and Methods for Behavioral and Social Science	9

*** Be sure to consult with your Decision Science advisor to discuss which course will best fit your plans and goals.**

SDS Research Methods		Units
88-251	Empirical Research Methods	9
		9

Capstone		Units
88-454	Decision Science Capstone	9

Electives 36 units

Complete at least 36 units of courses from the following categories. The selected courses may be from one category or from any combination. Note that not all elective courses are offered every year.

At least two of these courses (18 units) must be Department of Social and Decision Sciences courses (88-xxx) from the approved list.

1. Biological and Behavioral Aspects of Decision Making		Units
85-350	Psychology of Prejudice	9
85-352	Evolutionary Psychology	9
85-363	Attention, Its Development and Disorders	9
85-375	Crosscultural Psychology	9
85-377	Attitudes and Persuasion	9
85-442	Health Psychology	9
85-443	Social Factors and Well-Being	9
85-444	Relationships	9
85-446	Psychology of Gender	9
88-230	Human Intelligence and Human Stupidity	9
88-231	Thinking in Person vs. Thinking Online	9
88-312	Decision Models and Games	9
88-342	The Neuroscience of Decision Making	9

88-355	Social Brains: Neural Bases of Social Perception and Cognition	9
88-360	Behavioral Economics	9
88-365	Behavioral Economics and Public Policy	9
88-372	Social and Emotional Brain	9
88-380	Dynamic Decisions	9

2. Managerial and Organization Aspects of Decision Making		
70-311	Organizational Behavior	9
70-381	Marketing I	9
70-443	Digital Marketing and Social Media Strategy	9
70-460	Mathematical Models for Consulting	9
88-150	Managing Decisions	9
88-221	Markets, Democracy, and Public Policy	9
88-406	Behavioral Economics @ Work	9
88-418	Negotiation: Strategies and Behavioral Insights	9
88-419	International Negotiation	9
88-444	Public Policy and Regulations	9
88-451	Policy Analysis Senior Project	12
or 88-452	Policy Analysis Senior Project	

3. Philosophical and Ethical Perspectives on Decision Making		Units
70-332	Business, Society and Ethics	9
80-208	Critical Thinking	9
80-221	Philosophy of Social Science	9
80-244	Environmental Ethics	9
80-245	Medical Ethics	9
80-246	Moral Psychology	9
80-249	AI, Society, and Humanity	9
80-271	Mind and Body: The Objective and the Subjective	9
80-305	Game Theory	9
80-321	Causation, Law, and Social Policy	9
80-324	Philosophy of Economics	9
88-275	Bubbles: Data Science for Human Minds	9

4. Economic and Statistical Methods for Decision Science		Units
70-374	Data Mining & Business Analytics	9
70-455	Data Management Fundamentals	9
70-460	Mathematical Models for Consulting	9
73-265	Economics and Data Science	9
73-347	Game Theory Applications for Economics and Business	9
80-405	Game Theory	9
88-255	Strategic Decision Making	9
88-300	Programming and Data Analysis for Social Scientists	9
88-360	Behavioral Economics	9
88-367	Behavioral Economics & Field Experiments in Organizations	9
88-379	Data-Driven Decision Analysis	9

5. Decision Science and Public Policy		
84-369	Decision Science for International Relations	9
88-221	Markets, Democracy, and Public Policy	9
88-261	Health Policy	9
88-344	Systems Analysis: Environmental Policy	9
88-365	Behavioral Economics and Public Policy	9
88-366	Behavioral Economics of Poverty and Development	9
88-405	Risk Perception and Communication	9
88-435	Decision Science and Policy	9
88-444	Public Policy and Regulations	9
88-451	Policy Analysis Senior Project	12
or 88-452	Policy Analysis Senior Project	

6. Research Methods for Decision Science		Units
36-303	Sampling, Survey and Society	9
70-460	Mathematical Models for Consulting	9
85-310	Research Methods in Cognitive Psychology	9
85-314	Cognitive Neuroscience Research Methods	9
88-252	Cause and Effect	9
88-388	Psychological Models of Decision Making	9

Note: Some courses have additional prerequisites.

Decision Science, B.S. Sample Curriculum

First-Year		Second-Year	
Fall	**Spring**	**Fall**	**Spring**
88-120 Reason, Passion and Cognition *	36-202 Methods for Statistics & Data Science	85-102 Introduction to Psychology	88-302 Behavioral Decision Making
36-200 Reasoning with Data	Pick One (Grand Challenge Seminar, FYW, Disciplinary Perspectives: Humanities)	88-251 Empirical Research Methods	88-252 Cause and Effect 88-300, or other Analytic Methods course
21-120 Differential and Integral Calculus (or 21-111, depending on placement)	Pick One (Grand Challenge Seminar, FYW, Disciplinary Perspectives: Humanities)	Decision Science Elective	Decision Science Elective
Pick One (Grand Challenge Seminar, FYW, Disciplinary Perspectives: Humanities)	Gen Ed or Elective	Gen Ed or Elective	Gen Ed or Elective
73-102 Principles of Microeconomics	Gen Ed or Elective	Gen Ed or Elective	Gen Ed or Elective

Third-Year		Fourth-Year	
Fall	**Spring**	**Fall**	**Spring**
Decision Science Elective	88-223 Decision Analysis	Senior Honors Thesis or Elective	Senior Honors Thesis or Elective
Gen Ed or Elective	Decision Science Elective	Decision Science Elective	Elective
Elective	Gen Ed or Elective	Elective	Elective
Elective	Elective	Elective	Elective
Elective	Elective	Elective	Elective

* 88-120 should be taken as the first course in the Decision Science sequence. It is intended for students in their first or second year; it is offered in Fall and Spring semesters. It may be taken as late as the junior year.

This is presented as a recommended plan for completing major requirements. The major can be completed in as few as two years (not that it must be), but students may not have time for other opportunities such as additional majors or study abroad. Students may declare their major as early as the third week of the spring semester in the freshman year. Students who are planning to attend the Washington Semester Program, to study abroad, to apply for the Heinz Accelerated Masters Program, or to pursue an additional major/minor may have a very different curriculum map and should consult early – and often – with the Decision Science Academic Advisor.

Students are encouraged to consider the Washington Semester Program as part of their education. Suitable courses will be considered as fulfilling requirements of electives in the major. Please send the course syllabus, along with a note explaining how the course addresses fundamental aspects of decision science in one of the six elective categories.

Additional Major in Decision Science

Students who elect Decision Science as an additional major must fulfill all of the requirements of the Decision Science major.

Students pursuing Behavioral Economics with an additional major in Decision Science may only count 36-202, 73-102, 88-120, 88-251 and 88-302 toward the completion of both majors.

Students pursuing Policy and Management with an additional major in Decision Science and may only count 36-202, 73-102, 88-223, and 88-251 toward the completion of both majors.

Additional majors cannot count menu electives toward simultaneously fulfilling more than one major or minor. Students who are interested in an additional major in Decision Science should see the Academic Advisor of the Decision Science program.

The Major in Policy and Management

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The Policy and Management major prepares students for key decision-making and management roles in government, non-profit organizations, and business. The major emphasizes analytical approaches to decision making, practical management skills, and empirical techniques necessary for graduates to excel in the public and private sectors. The multidisciplinary curriculum merges frontier knowledge on the ideals of decision making, policy, and data analysis, as well as the realities of individual behavior within various institutional settings that must be confronted if high-quality outcomes are to be attained.

The major is comprised of three required core areas taken by all Policy and Management majors, a capstone course, plus one of four concentration areas to be chosen by the student.

The three core areas are as follows:

The *Policy Core* gives students applied economic training and policy analysis experience. Students will gain an analytical understanding of some of the biggest domestic and global economic policy challenges, and gain an appreciation of the economic analysis of complex decisions, as well as the trade-off between economic and political-based decision making.

The *Management Core* focuses on real-world applications of decision making. Students will develop an understanding of effective negotiation strategies and tactics, and identify the barriers and the psychological factors that may prevent decision-makers from reaching wise agreements. The courses provide systematic methods for dealing with the complexities that make decisions difficult, ranging from incorporating issues of risk and uncertainty in decision making to dealing with choices that have mutually conflicting objectives. For example, a business or government agency may need to decide on a policy for mitigating the uncertain impacts of air pollution while simultaneously trying to minimize the costs of such a policy on manufacturing. A firm might want to consider the uncertain reductions in security dangers from alternative policies to protect against terrorism.

The *Empirical Core* focuses on key methods for collecting and analyzing data that are needed to make informed decisions. Students learn to use interviews, surveys, experiments, and econometric methods to enhance their ability to test existing, and design new, policies. Students will create statistical models to address questions asked in conceptual, computational, and data-driven investigations.

The required *Capstone* course gives students hands-on experience in a policy-related area. Students work in teams to apply the research and analytical methods learned in their other courses to a real-world problem.

Finally, the *four concentration areas* consist of four courses chosen by the student, in coordination with the Academic Advisor. The concentrations emphasize different aspects of decision making within the major: (1) Analytics, (2) Policy, (3) Management, and (4) Law. Each of the concentration areas draws upon the research and teaching strength of the Department of Social and Decision Sciences. Additionally, select courses from other areas in the University have been identified and approved as fulfilling elective requirements within the concentrations. More detail will be found in the concentration areas below.

The Policy and Management major provides an excellent combination of theoretical and practical skills for students who intend to seek managerial positions. Because of its strong analytic orientation, it is also an excellent major for those who intend to go on to professional school programs in law, business, or public policy. It is also an appropriate choice for students pursuing graduate degrees in economics, political science, or decision science. One such graduate option is the accelerated master's program offered by the H. J. Heinz III School of Public Policy and Management, in which a student earns both a B.S. in Policy and Management and a M.S. in Public Policy and Management in five years.

Prerequisites

All Policy and Management majors must complete mathematics and statistics prerequisites (see below), by the end of the sophomore year.

Mathematics Prerequisite		Units
21-111-21-112	Calculus I-II	10-20
or 21-120	Differential and Integral Calculus	

Statistics Prerequisite		Units
36-200	Reasoning with Data	9

Curriculum

Policy Core		Units
73-102	Principles of Microeconomics	9
88-221	Markets, Democracy, and Public Policy	9
		18

Management Core		Units
88-150	Managing Decisions	9
or 88-255	Strategic Decision Making	
88-223	Decision Analysis	12
88-418	Negotiation: Strategies and Behavioral Insights	9
or 88-419	International Negotiation	
		30

Empirical Core		Units
36-202	Methods for Statistics & Data Science	9
88-251	Empirical Research Methods	9
88-252	Cause and Effect	9
or 88-275	Bubbles: Data Science for Human Minds	
		27

Capstone		
88-451	Policy Analysis Senior Project	12
or 88-452	Policy Analysis Senior Project	

Concentration 36 units

Complete at least 36 units (a minimum of four courses) from the following concentrations of courses. Students are required to declare a concentration before their graduating semester, but are not required to choose a concentration when they initially declare (typically in the freshman or sophomore year). In fact, students are encouraged to take many of the core classes before making their concentration selection so that they can make a well-informed decision.

1. Analytics Concentration (minimum four total courses)		Units
Programming (one course)		**9**
88-300	Programming and Data Analysis for Social Scientists	9
Analytics/Empirical electives (select any two courses)		**18**
88-252	Cause and Effect (if not taken in Empirical Core)	9
88-275	Bubbles: Data Science for Human Minds (if not taken in Empirical Core)	9
88-312	Decision Models and Games	9
88-379	Data-Driven Decision Analysis	9
88-388	Psychological Models of Decision Making	9
36-303	Sampling, Survey and Society	9
36-315	Statistical Graphics and Visualization	9
70-257	Optimization for Business	9
70-374	Data Mining & Business Analytics	9
70-455	Data Management Fundamentals	9
70-460	Mathematical Models for Consulting	9
80-321	Causation, Law, and Social Policy	9
90-834	Health Care Geographical Information Systems *	12
Analytics concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)		**9**

* other Heinz courses are also approved. Please talk with the P&M advisor for information about getting approval for Heinz course registration.

2. Policy Concentration (minimum four total courses)		Units
Policy electives (select three courses; at least one of the three must be 88xxx)		**27**
88-230	Human Intelligence and Human Stupidity	9
88-261	Health Policy	9
88-323	Policy in a Global Economy	9
88-344	Systems Analysis: Environmental Policy	9
88-365	Behavioral Economics and Public Policy	9
88-366	Behavioral Economics of Poverty and Development	9

88-367	Behavioral Economics & Field Experiments in Organizations	9
88-411	Rise of the Asian Economies	9
88-435	Decision Science and Policy	9
88-444	Public Policy and Regulations	9
36-303	Sampling, Survey and Society	9
19-402	Telecommunications Technology and Policy for the Internet Age	12
19-421	Emerging Energy Policies	9
19-639	Policies of the Internet	12
73-328	Health Economics	12
80-244	Environmental Ethics	9
80-324	Philosophy of Economics	9
84-310	International Political Economy	9
84-362	Diplomacy and Statecraft	9
84-389	Terrorism and Insurgency	9
90-798	Systems Analysis: Environmental Policy *	12
Policy concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)		**9**

* other Heinz courses are also approved. Please talk with the P&M advisor for information about getting approval for Heinz course registration

3. Management Concentration (minimum four total courses)		Units
Management electives (select three courses; at least one of the three must be 88xxx)		**27**
88-231	Thinking in Person vs. Thinking Online	9
88-341	Team Dynamics and Leadership	9
88-406	Behavioral Economics @ Work	9
88-411	Rise of the Asian Economies	9
88-418	Negotiation: Strategies and Behavioral Insights (if not taken in Management Core)	9
88-419	International Negotiation (if not taken in Management Core)	9
70-311	Organizational Behavior	9
70-332	Business, Society and Ethics	9
70-342	Managing Across Cultures	9
70-371	Operations Management	9
70-381	Marketing I	9
70-430	International Management	9
Management concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)		**9**

4. Law Concentration (minimum four total courses)		Units
Topics of Law (select one course)		**9**
88-281	Topics in Law: 1st Amendment	9
88-284	Topics of Law: The Bill of Rights	9
Law electives (select any two courses)		**18**
88-281	Topics in Law: 1st Amendment (if not used in required)	9
88-284	Topics of Law: The Bill of Rights (if not used in required)	9
70-364	Business Law	6
70-365	International Trade and International Law	9
73-408	Law and Economics	9
76-219	Law & Blame	9
76-450	Law, Culture, and the Humanities	9
76-475	Law, Performance, and Identity	9
79-360	Crime, Policing, and the Law: Historical and Contemporary Perspectives	9
80-321	Causation, Law, and Social Policy	9
80-447	Global Justice	9
84-373	Emerging Technologies and International Law	9
Law concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)		**9**

NOTE: Some courses have additional prerequisites.

Policy and Management, B.S. Sample Curriculum

First-Year		Second-Year	
Fall	**Spring**	**Fall**	**Spring**
88-150 Managing Decisions	36-202 Methods for Statistics & Data Science	88-251 Empirical Research Methods	88-221 Markets, Democracy, and Public Policy
36-200 Reasoning with Data	73-102 Principles of Microeconomics	88-275 Bubbles: Data Science for Human Minds	88-223 Decision Analysis
21-120 Differential and Integral Calculus (or 21-111, depending on placement)	Pick One (Grand Challenge Seminar, FYW, Disciplinary Perspectives: Humanities)	88-418 Negotiation: Strategies and Behavioral Insights or 88-419 International Negotiations	88-252 Cause and Effect
Pick One (Grand Challenge Seminar, FYW, Disciplinary Perspectives: Humanities)	Pick One (Grand Challenge Seminar, FYW, Disciplinary Perspectives: Humanities)	Gen Ed or Elective	Gen Ed or Elective
Gen Ed or Elective	Gen Ed or Elective	Gen Ed or Elective	Gen Ed or Elective

Third-Year		Fourth-Year	
Fall	**Spring**	**Fall**	**Spring**
Policy & Management concentration elective	Policy & Management concentration elective	Capstone (either 88-452 in fall or 88-451 in spring)	Capstone (either 88-451 in spring or 88-452 in fall)
Policy & Management concentration elective	Policy & Management concentration elective	Senior Honors Thesis or Elective	Senior Honors Thesis or Elective
Gen Ed	Elective	Complete remaining gen eds/electives	Complete remaining gen eds/electives
Elective	Elective	additional Policy & Management concentration electives	additional Policy & Management concentration electives
Elective	Elective	additional Policy & Management concentration electives	additional Policy & Management concentration electives
Students may consider the CMU Washington Semester Program or study abroad in this semester	Students may consider the CMU Washington Semester Program or study abroad in this semester		

This is presented as a recommended plan for completing major requirements. Students may declare their major as early as the third week of the spring semester in the freshman year. Students who are planning to attend the Washington Semester Program, to study abroad, to apply for the Heinz Accelerated Masters Program, or to pursue an additional major/minor may have a very different curriculum map and should consult early – and often – with the Policy and Management Academic Advisor.

Students are encouraged to consider the Washington Semester Program as part of their education. Suitable courses may be considered as fulfilling requirements of concentration electives in the major. Please discuss course selections with the Academic Advisor during the application phase to the program.

Additional Major

Students who elect Policy and Management as an additional major must fulfill all of the requirements of the Policy and Management major. For additional majors in Policy and Management, courses taken as concentration electives may not count toward the student's primary major or other program.

Students pursuing Behavioral Economics, Policy, and Organizations with an additional major in Policy and Management may only count 36-202 , 73-102, and 88-251 (and 88-252, if taken in Empirical Core) toward the completion of both majors.

Students pursuing Decision Science with an additional major in Policy and Management may only count 36-202 , 73-102, 88-223 , and 88-251 toward the completion of both majors.

Additional majors cannot count menu electives toward simultaneously fulfilling more than one major or minor. Students who are interested in an additional major in Policy and Management should see the Academic Advisor of the Policy and Management program.

The Minor in Behavioral Economics

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The minor in Behavioral Economics, provides students with a selective survey of disciplinary perspectives. The field of Behavioral Economics (BE) integrates perspectives from Economics and Psychology to better understand how people make consequential decisions and to leverage this understanding to improve the design of the policies, programs, and institutions that govern such behavior. The core requirements include courses in Economics, Psychology, Behavioral Economics, and quantitative methods- including experimental design and econometrics. Students who elect Behavioral Economics as a minor must complete the six core courses and one elective from the elective set (below).

Students may double-count one course with another major or minor. 73-102 is excluded from this double count policy.

Curriculum

The core curriculum in Behavioral Economics consists of one quantitative course, two Economic courses, one Psychology course, and two Behavioral Economics courses.

CURRICULUM 63

Core Courses 54

Quantitative Methods Core		Units
36-202	Methods for Statistics & Data Science	9

Economics Core		Units
73-102	Principles of Microeconomics	9
or 73-104	Principles of Microeconomics Accelerated	
Second-Level Economics Course		
88-221	Markets, Democracy, and Public Policy	9
or 73-103	Principles of Macroeconomics	
or 73-158	Markets, Models, and Math	
or 73-230	Intermediate Microeconomics	
or 73-328	Health Economics	
or 73-347	Game Theory Applications for Economics and Business	
or 73-359	Benefit-Cost Analysis	
or 73-408	Law and Economics	
or 73-421	Emerging Markets	
or 73-427	Sustainability, Energy, and Environmental Economics	
		18

Psychology Core		Units
88-120	Reason, Passion and Cognition	9

Behavioral Economics Core		Units
88-360	Behavioral Economics	9
88-367	Behavioral Economics & Field Experiments in Organizations *	9
or 88-365	Behavioral Economics and Public Policy	
		18

* Behavioral Economics core courses CANNOT double count with the elective course.

Elective Courses 9

Complete at least one of the courses (9 units) from the following list. Note: Behavioral Economics core courses CANNOT double count with the elective course.

Elective Courses		Units
88-221	Markets, Democracy, and Public Policy	9
88-230	Human Intelligence and Human Stupidity	9
88-251	Empirical Research Methods	9
88-252	Cause and Effect	9
88-255	Strategic Decision Making	9
88-261	Health Policy	9
88-275	Bubbles: Data Science for Human Minds	9
88-300	Programming and Data Analysis for Social Scientists	9
88-302	Behavioral Decision Making	9
88-312	Decision Models and Games	9
88-323	Policy in a Global Economy	9
88-342	The Neuroscience of Decision Making	9
88-365	Behavioral Economics and Public Policy	9
88-367	Behavioral Economics & Field Experiments in Organizations	9
88-372	Social and Emotional Brain	9
88-380	Dynamic Decisions	9
88-388	Psychological Models of Decision Making	9
88-406	Behavioral Economics @ Work	9
88-418	Negotiation: Strategies and Behavioral Insights	9
88-419	International Negotiation	9
88-435	Decision Science and Policy	9

Note: Some courses have additional prerequisites.

The Minor in Decision Science

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Connie Angermeier, *Senior Academic Program Manager*
Advises Additional Majors and Minors in Decision Science
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The minor in Decision Science provides students with a selective survey of disciplinary perspectives. The courses present descriptive and normative approaches to judgment and decision making, as well as some application of theories and results to real-world problems. Students who elect Decision Science as a minor must complete the four core courses (below) and two electives from the elective set (below).

Students may double-count two courses with another major or minor.

Curriculum **57 units**

Core Courses 39 units

73-102	Principles of Microeconomics	9
88-120	Reason, Passion and Cognition	9
88-223	Decision Analysis	12
88-302	Behavioral Decision Making	9

Elective Courses 18 units

Complete two courses from the following categories. At least one of the courses (9 units) must be a Social and Decision Sciences course (88-xxx).

1. Biological and Behavioral Aspects of Decision Making		Units
85-443	Social Factors and Well-Being	9
85-350	Psychology of Prejudice	9
85-352	Evolutionary Psychology	9
85-363	Attention, Its Development and Disorders	9
85-375	Crosscultural Psychology	9
85-377	Attitudes and Persuasion	9
85-442	Health Psychology	9
85-444	Relationships	9
85-446	Psychology of Gender	9
88-230	Human Intelligence and Human Stupidity	9
88-231	Thinking in Person vs. Thinking Online	9
88-312	Decision Models and Games	9
88-342	The Neuroscience of Decision Making	9
88-355	Social Brains: Neural Bases of Social Perception and Cognition	9
88-360	Behavioral Economics	9
88-365	Behavioral Economics and Public Policy	9
88-372	Social and Emotional Brain	9
88-380	Dynamic Decisions	9

2. Managerial and Organizational Aspects of Decision Making		Units
70-311	Organizational Behavior	9
70-381	Marketing I	9
70-443	Digital Marketing and Social Media Strategy	9
70-460	Mathematical Models for Consulting	9
88-150	Managing Decisions	9
88-221	Markets, Democracy, and Public Policy	9
88-406	Behavioral Economics @ Work	9
88-418	Negotiation: Strategies and Behavioral Insights	9
88-419	International Negotiation	9
88-444	Public Policy and Regulations	9
88-451	Policy Analysis Senior Project	12
or 88-452	Policy Analysis Senior Project	

3. Philosophical and Ethical Perspectives on Decision Making		Units
70-332	Business, Society and Ethics	9
80-208	Critical Thinking	9
80-221	Philosophy of Social Science	9
80-244	Environmental Ethics	9
80-245	Medical Ethics	9
80-246	Moral Psychology	9
80-249	AI, Society, and Humanity	9
80-271	Mind and Body: The Objective and the Subjective	9
80-305	Game Theory	9
80-321	Causation, Law, and Social Policy	9
80-324	Philosophy of Economics	9
88-275	Bubbles: Data Science for Human Minds	9

4. Economic and Statistical Methods for Decision Science		Units
70-374	Data Mining & Business Analytics	9
70-455	Data Management Fundamentals	9
70-460	Mathematical Models for Consulting	9
73-265	Economics and Data Science	9
73-347	Game Theory Applications for Economics and Business	9
80-405	Game Theory	9
88-255	Strategic Decision Making	9
88-300	Programming and Data Analysis for Social Scientists	9
88-360	Behavioral Economics	9
88-367	Behavioral Economics & Field Experiments in Organizations	9
88-379	Data-Driven Decision Analysis	9

5. Decision Science and Public Policy		Units
84-369	Decision Science for International Relations	9
88-221	Markets, Democracy, and Public Policy	9
88-261	Health Policy	9
88-344	Systems Analysis: Environmental Policy	9
88-365	Behavioral Economics and Public Policy	9
88-366	Behavioral Economics of Poverty and Development	9
88-405	Risk Perception and Communication	9
88-435	Decision Science and Policy	9
88-444	Public Policy and Regulations	9
88-451	Policy Analysis Senior Project	12
or 88-452	Policy Analysis Senior Project	

6. Research Methods for Decision Science		Units
36-303	Sampling, Survey and Society	9
70-460	Mathematical Models for Consulting	9
85-310	Research Methods in Cognitive Psychology	9
85-314	Cognitive Neuroscience Research Methods	9
88-252	Cause and Effect	9
88-388	Psychological Models of Decision Making	9

Note: Some courses have additional prerequisites.

The Minor in Policy and Management

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Regardless of major, many Carnegie Mellon graduates will face analytical and managerial challenges and responsibilities in their professional lives. Whether these are in their area of expertise or in more general settings, these roles will to some degree require assumption of the responsibility for directing the work of others. The Policy and Management minor is intended for students who expect to need these management concepts and skills.

Students may double-count one course with another major or minor.

Curriculum 57 units

Required Courses 39 units

73-102	Principles of Microeconomics	9
88-150	Managing Decisions	9
or 88-255	Strategic Decision Making	
88-221	Markets, Democracy, and Public Policy	9
88-223	Decision Analysis	12

18 unitsElectives

Complete two courses (at least 18 units) from any of the concentrations (Analytics, Policy, Management, and Law). **Courses do not need to be taken from the same concentration.** The courses are listed by their concentration categories as a way to guide students. At least one of the courses (9 units) must be a Social and Decision Sciences course (88-xxx).

Analytics Concentration		
88-252	Cause and Effect	9
88-275	Bubbles: Data Science for Human Minds	9
88-300	Programming and Data Analysis for Social Scientists	9
88-312	Decision Models and Games	9
88-379	Data-Driven Decision Analysis	9
88-388	Psychological Models of Decision Making	9
21-257	Models and Methods for Optimization	9
36-303	Sampling, Survey and Society	9
36-315	Statistical Graphics and Visualization	9
70-374	Data Mining & Business Analytics	9
70-455	Data Management Fundamentals	9
70-460	Mathematical Models for Consulting	9
80-321	Causation, Law, and Social Policy	9
90-834	Health Care Geographical Information Systems *	12

* other Heinz courses are also approved. Please talk with the P&M advisor for information about getting approval for Heinz course registration

Policy Concentration		Units
88-230	Human Intelligence and Human Stupidity	9
88-261	Health Policy	9
88-323	Policy in a Global Economy	9
88-344	Systems Analysis: Environmental Policy	9
88-365	Behavioral Economics and Public Policy	9
88-366	Behavioral Economics of Poverty and Development	9
88-367	Behavioral Economics & Field Experiments in Organizations	9
88-411	Rise of the Asian Economies	9
88-435	Decision Science and Policy	9
88-444	Public Policy and Regulations	9
36-303	Sampling, Survey and Society	9
19-402	Telecommunications Technology and Policy for the Internet Age	12
19-421	Emerging Energy Policies	9
19-639	Policies of the Internet	12
73-328	Health Economics	12
80-244	Environmental Ethics	9
80-324	Philosophy of Economics	9
84-310	International Political Economy	9
84-362	Diplomacy and Statecraft	9
84-389	Terrorism and Insurgency	9
90-798	Systems Analysis: Environmental Policy *	12

* other Heinz courses are also approved. Please talk with the P&M advisor for information about getting approval for Heinz course registration

Management Concentration		Units
88-231	Thinking in Person vs. Thinking Online	9
88-341	Team Dynamics and Leadership	9
88-406	Behavioral Economics @ Work	9
88-411	Rise of the Asian Economies	9
88-418	Negotiation: Strategies and Behavioral Insights	9
88-419	International Negotiation	9
70-311	Organizational Behavior	9
70-332	Business, Society and Ethics	9
70-342	Managing Across Cultures	9
70-371	Operations Management	9
70-381	Marketing I	9
70-430	International Management	9

Law Concentration		Units
88-281	Topics in Law: 1st Amendment	9
88-284	Topics of Law: The Bill of Rights	9
70-364	Business Law	6
70-365	International Trade and International Law	9
73-408	Law and Economics	9
76-219	Law & Blame	9
76-450	Law, Culture, and the Humanities	9
76-475	Law, Performance, and Identity	9
79-360	Crime, Policing, and the Law: Historical and Contemporary Perspectives	9
80-321	Causation, Law, and Social Policy	9
80-447	Global Justice	9
84-373	Emerging Technologies and International Law	9

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