The Department of Social and Decision Sciences is a multidisciplinary department that offers undergraduate programs that seamlessly combine frontier knowledge in the social sciences 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 intellectual ideals 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 in the information economy.

The department offers undergraduate majors in Behavioral Economics, Policy and Organizations, in Decision Science, and in Policy and Management. The core courses leverage our strength in decision analysis, decision making, empirical research, and policy analysis. In addition to completing this core, students also specialize in their major area through a set of required and elective courses.

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 a long history of creating innovative and prescient undergraduate programs that combine key ideas from across the social sciences into cohesive majors that allow our graduates to excel in their chosen professions or in the pursuit of advanced studies. Our emphasis on the theory and practice of individual and social decision making linked with our high-quality, multidisciplinary social science faculty, provides a solid foundation from which graduates can embrace a variety of future paths.

The Major in Behavioral Economics, Policy and Organizations

Peter Schwardmann, Faculty Director
Location: Porter Hall 223
schwardmann@andrew.cmu.edu

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 detention of defendants, and gender and racial inequality in the workplace.

The new major of BEPO— 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 the 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, Policy and Organizations majors must complete mathematics and statistics prerequisites (see below), by the end of the sophomore year.

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

Statistics Prerequisite
36-200 Reasoning with Data 9

Curriculum

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

Quantitative Method Courses
36-202 Methods for Statistics & Data Science 9
88-251 Empirical Research Methods 9
88-252 Causal Inference in the Field 9

Economics Courses
73-102 Principles of Microeconomics 9
or 73-158 Markets, Models, and Math 9
or 73-230 Intermediate Microeconomics 9
or 73-326 Health Economics 9
or 73-347 Game Theory Applications for Economics and Business 9
or 73-348 Behavioral Economics 9
or 73-359 Benefit-Cost Analysis 9
or 73-408 Law and Economics 9
or 73-421 Emerging Markets 9
or 73-427 Sustainability, Energy, and Environmental Economics 9
or 88-221 Analytical Foundations of Public Policy 18

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

Behavioral Economics Courses
88-360 Behavioral Economics 9
88-367 Behavioral Economics in the Wild 9

Prerequisites

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

Statistics Prerequisite
36-200 Reasoning with Data 9

Curriculum

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

Quantitative Method Courses
36-202 Methods for Statistics & Data Science 9
88-251 Empirical Research Methods 9
88-252 Causal Inference in the Field 9

Economics Courses
73-102 Principles of Microeconomics 9
or 73-158 Markets, Models, and Math 9
or 73-230 Intermediate Microeconomics 9
or 73-326 Health Economics 9
or 73-347 Game Theory Applications for Economics and Business 9
or 73-348 Behavioral Economics 9
or 73-359 Benefit-Cost Analysis 9
or 73-408 Law and Economics 9
or 73-421 Emerging Markets 9
or 73-427 Sustainability, Energy, and Environmental Economics 9
or 88-221 Analytical Foundations of Public Policy 18

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

Behavioral Economics Courses
88-360 Behavioral Economics 9
88-367 Behavioral Economics in the Wild 9

* 88-120 Should be taken in the freshman or sophomore year.
Senior Project Course  
88-453 Behavioral Economics, Policy, and Organizations  
2  

ELECTIVES  
Complete at least 36 units from the following categories. Students MUST take one elective from each of the three categories. The fourth elective may be chosen from any of the categories. Note that not all elective courses are offered every year.  

Economics**  
73-158 Markets, Models, and Math  
73-230 Intermediate Microeconomics  
73-328 Health Economics  
73-347 Game Theory Applications for Economics and Business  
73-348 Behavioral Economics ***  
73-359 Benefit-Cost Analysis  
73-408 Law and Economics  
73-421 Integral Calculus (requires Math beyond 21-112/121-120, 73-328, 73-347, 73-359, 73-408, 73-421, 73-427, 88-221)  
73-427 Sustainability, Energy, and Environmental Economics  

** ANY 73-3XX or 73-4XX courses be counted as an economic elective course. Consult the Academic Advisor for more information about this process.  
*** 73-421 has a required prerequisite of 73-103 Principles of Macroeconomics, which NOT a course requirement for the BEPO major.

Behavioral Economics Units  
88-255 Strategic Decision Making  
88-365 Behavioral Economics and Public Policy  
88-366 Behavioral Economics of Poverty and Development  
88-406 Behavioral Economics @ Work  

Psychology Units  
70-311 Organizational Behavior  
70-385 Consumer Behavior  
70-443 Digital Marketing and Social Media Strategy  
85-350 Psychology of Prejudice  
85-352 Evolutionary Psychology  
85-358 Pro-Social Behavior  
85-375 Crosscultural Psychology  
85-377 Attitudes and Persuasion  
85-442 Health Psychology  
85-446 Psychology of Gender  
88-230 Human Intelligence and Human Stupidity  
88-231 Thinking in Person vs. Thinking Online  
88-312 Decision Models and Games  
88-342 The Neuroscience of Decision Making  
88-372 Social and Emotional Brain  
88-380 Dynamic Decisions  
88-388 Psychological Models of Decision Making  
88-418 Negotiation: Strategies and Behavioral Insights  
88-419 International Negotiation  
88-435 Decision Science and Policy  

Free Elective  
Counts IN PLACE OF the fourth elective from any category  
88-275 Bubbles: Data Science for Human Minds  
88-300 Programming and Data Analysis for Social Scientists  
88-323 Policy in a Global Economy  

Note: Some courses have additional prerequisites.

Behavioral Economics, Policy and Organizations, B.A. Sample Curriculum

<table>
<thead>
<tr>
<th>First-Year</th>
<th>Second-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall</td>
<td>Spring</td>
</tr>
<tr>
<td>21-120 Differential and Integral Calculus</td>
<td>Pick One (73-102, 73-328)</td>
</tr>
<tr>
<td>73-103 Principles of Macroeconomics</td>
<td>36-200 Reasoning with Data</td>
</tr>
<tr>
<td>88-453 Behavioral Economics</td>
<td>88-367 Behavioral Economics in the Wild</td>
</tr>
<tr>
<td>88-302 Behavioral Economics</td>
<td>Gen Ed or Elective</td>
</tr>
<tr>
<td>88-406 Behavioral Economics, Policy, and Organizations Capstone</td>
<td>Gen Ed or Elective</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Third-Year</th>
<th>Fourth-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall</td>
<td>Spring</td>
</tr>
<tr>
<td>Economics Elective</td>
<td>One Additional Elective From Any Category</td>
</tr>
<tr>
<td>Gen Ed or Elective</td>
<td>Gen Ed or Elective</td>
</tr>
<tr>
<td>Gen Ed or Elective</td>
<td>Elective</td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
</tbody>
</table>

* Should be taken as the first course in Behavioral Economics, Policy and Organizations sequence. It is intended for students in their first or second year and is offered in Fall 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, Policy, and Organizations 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 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 Behavioral Economics, Policy and Organizations Academic Advisor.

Additional Major

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

Students pursuing Decision Science with an additional major in Behavioral Economics, Policy and Organizations 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, Policy and Organizations may only count 36-202, 73-102 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 Behavioral Economics, Policy and Organizations should see the Academic Advisor of the Behavioral Economics, Policy and Organizations program.
The Major in Decision Science

Silvia Saccardo, Faculty Director
Location: Porter Hall 319C
DS-advisor@andrew.cmu.edu
saccardo@andrew.cmu.edu

Lizzy Stoyle, Senior Academic Advisor
Advises Primary Majors in Decision Science
Location: 208G
estoyle@andrew.cmu.edu
Schedule an appointment: https://go.oncehub.com/LizzyStoyle (https://go.oncehub.com/LizzyStoyle)

Connie Angermeier, Senior Academic Program Manager
Advises All Transfer Students, Additional Majors and Minors in Decision Science
Location: Porter Hall 208H
cla2@andrew.cmu.edu
Schedule an appointment: https://go.oncehub.com/ConnieAngermeier (https://go.oncehub.com/ConnieAngermeier/)

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>21-111-112 Calculus I-II</td>
<td>10-20</td>
</tr>
<tr>
<td>or 21-120 Differential and Integral Calculus</td>
<td>9</td>
</tr>
</tbody>
</table>

Statistics Prerequisite

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>36-200 Reasoning with Data</td>
<td>9</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>21-122 Integration and Approximation</td>
<td>10</td>
</tr>
<tr>
<td>21-256 Multivariate Analysis</td>
<td>9</td>
</tr>
<tr>
<td>21-257 Models and Methods for Optimization</td>
<td>9</td>
</tr>
<tr>
<td>36-309 Experimental Design for Behavioral &amp; Social Sciences</td>
<td>9</td>
</tr>
<tr>
<td>36-401 Modern Regression</td>
<td>9</td>
</tr>
<tr>
<td>36-410 Introduction to Probability Modeling</td>
<td>9</td>
</tr>
<tr>
<td>80-210 Logic and Proofs</td>
<td>9</td>
</tr>
<tr>
<td>80-211 Logic and Mathematical Inquiry</td>
<td>9</td>
</tr>
<tr>
<td>80-315 Modal Logic</td>
<td>9</td>
</tr>
<tr>
<td>88-252 Causal Inference in the Field</td>
<td>9</td>
</tr>
<tr>
<td>88-300 Programming and Data Analysis for Social Scientists</td>
<td>9</td>
</tr>
</tbody>
</table>

Curriculum

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

Theoretical Perspectives

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>73-102 Principles of Microeconomics</td>
<td>9</td>
</tr>
<tr>
<td>85-102 Introduction to Psychology</td>
<td>9</td>
</tr>
<tr>
<td>88-120 Reason, Passion and Cognition</td>
<td>9</td>
</tr>
<tr>
<td>88-223 Decision Analysis</td>
<td>12</td>
</tr>
<tr>
<td>88-302 Behavioral Decision Making</td>
<td>9</td>
</tr>
</tbody>
</table>

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

Statistical Research Methods (one course) *

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>36-202 Methods for Statistics &amp; Data Science</td>
<td>9</td>
</tr>
<tr>
<td>36-309 Experimental Design for Behavioral &amp; Social Sciences</td>
<td>9</td>
</tr>
<tr>
<td>85-309 Statistical Concepts and Methods for Behavioral and Social Science</td>
<td>9</td>
</tr>
</tbody>
</table>

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

SDS Research Methods

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>88-251 Empirical Research Methods</td>
<td>9</td>
</tr>
</tbody>
</table>

Electives

45 units

Complete at least 45 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 three of these courses (27 units) must be Department of Social and Decision Sciences courses (88-xxx).

1. Biological and Behavioral Aspects of Decision Making

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>85-350 Psychology of Prejudice</td>
<td>9</td>
</tr>
<tr>
<td>85-352 Evolutionary Psychology</td>
<td>9</td>
</tr>
<tr>
<td>85-363 Attention, Its Development and Disorders</td>
<td>9</td>
</tr>
<tr>
<td>85-375 Crosscultural Psychology</td>
<td>9</td>
</tr>
<tr>
<td>85-377 Attitudes and Persuasion</td>
<td>9</td>
</tr>
<tr>
<td>85-442 Health Psychology</td>
<td>9</td>
</tr>
<tr>
<td>85-443 Social Factors and Well-Being</td>
<td>9</td>
</tr>
<tr>
<td>85-444 Relationships</td>
<td>9</td>
</tr>
<tr>
<td>85-446 Psychology of Gender</td>
<td>9</td>
</tr>
<tr>
<td>88-230 Human Intelligence and Human Stupidity</td>
<td>9</td>
</tr>
<tr>
<td>88-231 Thinking in Person vs. Thinking Online</td>
<td>9</td>
</tr>
<tr>
<td>88-312 Decision Models and Games</td>
<td>9</td>
</tr>
</tbody>
</table>
Decision Science, B.S. Sample Curriculum

### First-Year

<table>
<thead>
<tr>
<th>Fall</th>
<th>Spring</th>
</tr>
</thead>
<tbody>
<tr>
<td>88-120 Decision Science Elective</td>
<td>88-123 Decision Science Elective</td>
</tr>
<tr>
<td>Gen Ed or Elective</td>
<td>Decision Science Elective</td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fall</th>
<th>Spring</th>
</tr>
</thead>
<tbody>
<tr>
<td>88-251 Empirical Psychology</td>
<td>88-252 Causal Inference in the Field</td>
</tr>
<tr>
<td>88-302 Behavioral Economics</td>
<td>88-308 Psychological Models of Decision Making</td>
</tr>
</tbody>
</table>

### Second-Year

<table>
<thead>
<tr>
<th>Fall</th>
<th>Spring</th>
</tr>
</thead>
<tbody>
<tr>
<td>88-251 Empirical Psychology</td>
<td>88-252 Causal Inference in the Field</td>
</tr>
<tr>
<td>88-302 Behavioral Economics</td>
<td>88-308 Psychological Models of Decision Making</td>
</tr>
</tbody>
</table>

### Third-Year

<table>
<thead>
<tr>
<th>Fall</th>
<th>Spring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decision Science Elective</td>
<td>Decision Science Elective</td>
</tr>
<tr>
<td>Gen Ed or Elective</td>
<td>Decision Science Elective</td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
</tbody>
</table>

### Fourth-Year

<table>
<thead>
<tr>
<th>Fall</th>
<th>Spring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decision Science Elective</td>
<td>Decision Science Elective</td>
</tr>
<tr>
<td>Gen Ed or Elective</td>
<td>Decision Science Elective</td>
</tr>
<tr>
<td>Elective</td>
<td>Elective</td>
</tr>
</tbody>
</table>

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**Note:** Some courses have additional prerequisites.

---

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.

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**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, Policy and Organizations 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.

Additional majors cannot count more 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**

Christina Fong, Faculty Director  
Location: Porter Hall 223  
P-and-M-advisor@andrew.cmu.edu  
Connie Angermeier, Senior Academic Program Manager and Advisor
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:

- **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.

- **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.

- **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**
  - 21-111-21-112 Calculus I-II
  - or 21-120 Differential and Integral Calculus

- **Statistics Prerequisite**
  - 36-200 Reasoning with Data

| Curriculum |
|---|---|
| **Policy Core** | **Units** |
| 73-102 Principles of Microeconomics | 9 |
| 88-221 Analytical Foundations of Public Policy | 9 |
| **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 | |
| **Empirical Core** | **Units** |
| 36-202 Methods for Statistics & Data Science | 9 |
| 88-251 Empirical Research Methods | 9 |
| 88-252 Causal Inference in the Field | 9 |
| or 88-275 Bubbles: Data Science for Human Minds | |
| **Capstone** | **Units** |
| 88-451 Policy Analysis Senior Project | 12 |
| or 88-452 Policy Analysis Senior Project | |

<table>
<thead>
<tr>
<th>Concentration</th>
<th><strong>Units</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>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.</td>
<td></td>
</tr>
</tbody>
</table>

1. **Analytics Concentration (minimum four total courses)**

   - **Programming (one course)**
     - 88-300 Programming and Data Analysis for Social Scientists
     - 9

   - **Analytics/Empirical electives (select any two courses)**
     - 88-252 Causal Inference in the Field
     - (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
     - 88-388 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
     - 9

   - **Analytics concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)**
     - 12

* 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)**

   - **Policy electives (select three courses; at least one of the three must be 88xxx)**
     - 88-230 Human Intelligence and Human Stupidity
     - 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 in the Wild
     - 9
     - 88-411 Rise of the Asian Economies
     - 9
     - 88-435 Decision Science and Policy
     - 9

<table>
<thead>
<tr>
<th>Department of Social and Decision Sciences</th>
<th>5</th>
</tr>
</thead>
</table>

Location: Porter Hall 208H
cla2@andrew.cmu.edu
Schedule an appointment: https://go.oncehub.com/ConnieAngermeier
(https://go.oncehub.com/ConnieAngermeier)
88-444 Public Policy and Regulations
36-303 Sampling, Survey and Society
19-402 Telecommunications Technology and Policy for the Internet Age
19-421 Emerging Energy Policies
19-443 Climate Change Science and Adaptation
19-639 Policies of the Internet
73-328 Health Economics
79-342 Introduction to Science and Technology Studies
80-244 Environmental Ethics
80-324 Philosophy of Economics
84-310 International Political Economy
84-362 Diplomacy and Statecraft
84-389 Terrorism and Insurgency
90-798 Systems Analysis: Environmental Policy

Policy concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)

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

3. Management Concentration (minimum four total courses)

Management electives (select three courses; at least one of the three must be 88xxx) 27

88-231 Thinking in Person vs. Thinking Online
88-341 Team Dynamics and Leadership
88-406 Behavioral Economics @ Work
88-411 Rise of the Asian Economies
88-418 Negotiation: Strategies and Behavioral Insights (if not taken in Management Core)
88-419 International Negotiation (if not taken in Management Core)
70-311 Organizational Behavior
70-332 Business, Society and Ethics
70-342 Managing Across Cultures
70-371 Operations Management
70-381 Marketing I
70-430 International Management

Management concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)

4. Law Concentration (minimum four total courses) 18

Topics of Law (select one course)

88-281 Topics in Law: 1st Amendment
88-284 Topics of Law: The Bill of Rights

Law electives (select any two courses)

88-281 Topics in Law: 1st Amendment (if not used in required)
88-284 Topics of Law: The Bill of Rights (if not used in required)
70-364 Business Law
70-365 International Trade and International Law
73-408 Law and Economics
76-219 Law & Blame
76-450 Law, Culture, and the Humanities
76-475 Law, Performance, and Identity
79-360 Crime, Policing, and the Law: Historical and Contemporary Perspectives
80-321 Causation, Law, and Social Policy
80-447 Global Justice
84-313 International Organizations and Law
84-373 Emerging Technologies and the Law

Law concentration breadth elective (select one course from any of the other three concentrations; must be 88xxx)

NOTE: Some courses have additional prerequisites.

Policy and Management, B.S. Sample Curriculum

First-Year                     Second-Year

Fall                      Spring                  Fall                     Spring

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
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  Gen Ed Elective  Complete remaining gen eds/electives
E 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

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, Policy and Organizations

Peter Schwardmann , Faculty Director
Location: Porter Hall 223]
The minor in Behavioral Economics, Policy and Organizations 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, Policy and Organizations as a minor must complete the six core courses (below) 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, Policy and Organizations consists of one quantitative course, two Economic courses, one Psychology course, and two Behavioral Economics courses.

**CURRICULUM**

<table>
<thead>
<tr>
<th>Core Courses</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quantitative Methods Core</td>
<td>9 units</td>
</tr>
<tr>
<td>36-202 Methods for Statistics &amp; Data Science</td>
<td>9</td>
</tr>
<tr>
<td>Economics Core</td>
<td>9 units</td>
</tr>
<tr>
<td>73-102 Principles of Microeconomics</td>
<td>9</td>
</tr>
<tr>
<td>Second-Level Economics Course</td>
<td>9 units</td>
</tr>
<tr>
<td>73-158 Markets, Models, and Math</td>
<td>9</td>
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<tr>
<td>or 73-230 Intermediate Microeconomics</td>
<td>9</td>
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<tr>
<td>or 73-328 Health Economics</td>
<td>9</td>
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<tr>
<td>or 73-347 Game Theory Applications for Economics and Business</td>
<td>9</td>
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<tr>
<td>or 73-348 Behavioral Economics</td>
<td>9</td>
</tr>
<tr>
<td>or 73-359 Benefit-Cost Analysis</td>
<td>9</td>
</tr>
<tr>
<td>or 73-408 Law and Economics</td>
<td>9</td>
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<tr>
<td>or 73-421 Emerging Markets</td>
<td>9</td>
</tr>
<tr>
<td>or 73-427 Sustainability, Energy, and Environmental Economics</td>
<td>9</td>
</tr>
<tr>
<td>or 88-221 Analytical Foundations of Public Policy</td>
<td>9</td>
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</table>

<table>
<thead>
<tr>
<th>Psychology Core</th>
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<tbody>
<tr>
<td>88-120 Reason, Passion and Cognition</td>
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<thead>
<tr>
<th>Behavioral Economics Core</th>
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<tbody>
<tr>
<td>88-360 Behavioral Economics</td>
<td>9</td>
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<tr>
<td>88-367 Behavioral Economics in the Wild</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Elective Courses</th>
<th>Units</th>
</tr>
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<tbody>
<tr>
<td>88-221 Analytical Foundations of Public Policy</td>
<td>9</td>
</tr>
<tr>
<td>88-230 Human Intelligence and Human Stupidity</td>
<td>9</td>
</tr>
<tr>
<td>88-251 Empirical Research Methods</td>
<td>9</td>
</tr>
<tr>
<td>88-252 Causal Inference in the Field</td>
<td>9</td>
</tr>
<tr>
<td>88-255 Strategic Decision Making</td>
<td>9</td>
</tr>
<tr>
<td>88-275 Bubbles: Data Science for Human Minds</td>
<td>9</td>
</tr>
<tr>
<td>88-300 Programming and Data Analysis for Social Scientists</td>
<td>9</td>
</tr>
<tr>
<td>88-302 Behavioral Decision Making</td>
<td>9</td>
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<tr>
<td>88-312 Decision Models and Games</td>
<td>9</td>
</tr>
<tr>
<td>88-323 Policy in a Global Economy</td>
<td>9</td>
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<tr>
<td>88-342 The Neuroscience of Decision Making</td>
<td>9</td>
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<tr>
<td>88-365 Behavioral Economics and Public Policy</td>
<td>9</td>
</tr>
<tr>
<td>88-372 Social and Emotional Brain</td>
<td>9</td>
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<tr>
<td>88-380 Dynamic Decisions</td>
<td>9</td>
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<tr>
<td>88-388 Psychological Models of Decision Making</td>
<td>9</td>
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<tr>
<td>88-406 Behavioral Economics @ Work</td>
<td>9</td>
</tr>
<tr>
<td>88-418 Negotiation: Strategies and Behavioral Insights</td>
<td>9</td>
</tr>
<tr>
<td>88-419 International Negotiation</td>
<td>9</td>
</tr>
<tr>
<td>88-435 Decision Science and Policy</td>
<td>9</td>
</tr>
</tbody>
</table>

Note: Some courses have additional prerequisites.
The Minor in Decision Science
Gretchen Chapman, Faculty Director
Location: Porter Hall 219F
D5-advisor@andrew.cmu.edu

Connie Angermeier, Senior Academic Program Manager
Advises Additional Majors and Minors in Decision Science
Location: Porter Hall 208A
cla2@andrew.cmu.edu
Schedule an appointment: https://go.oncehub.com/ConnieAngermeier

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 one course 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
88-360 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 Analytical Foundations of 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
80-209 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 Decision 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 in the Wild 9

5. Decision Science and Public Policy Units
84-364 Comparative Presidential Behavior: Leadership, Personality, and Decision Making 9
84-369 Decision Science for International Relations 9
88-221 Analytical Foundations of Public 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 Causal Inference in the Field 9
88-388 Psychological Models of Decision Making 9

Note: Some courses have additional prerequisites.

The Minor in Policy and Management
Christina Fong, Faculty Director
Location: Porter Hall 223I
P-and-M-advisor@andrew.cmu.edu

Connie Angermeier, Senior Academic Program Manager and Advisor
Location: Porter Hall 208A
cla2@andrew.cmu.edu
Schedule an appointment: https://go.oncehub.com/ConnieAngermeier

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.
for information about getting approval for Heinz course registration

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

Analytics Concentration

88-252 Causal Inference in the Field 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
88-388 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

88-230 Human Intelligence and Human Stupidity 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 in the Wild 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
19-443 Climate Change Science and Adaptation 9
19-639 Policies of the Internet 12
73-328 Health Economics 12
79-342 Introduction to Science and Technology Studies 9
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

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

88-281 Topics in Law: 1st Amendment 9
88-284 Topics of Law: The Bill of Rights 9
70-364 Business Law 9
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
80-321 Causation, Law, and Social Policy 9
80-447 Global Justice 9
84-313 International Organizations and Law 9
84-373 Emerging Technologies and the Law 9

Faculty

LINDA BABCOCK, James Mellon Walton Professor of Economics and Department Head – Ph.D., University of Wisconsin-Madison; Carnegie Mellon, 1988–

SAURABH BHARGAVA, Associate Professor of Economics – Ph.D., University of California, Berkeley; Carnegie Mellon, 2012–

GRETCHEN CHAPMAN, Professor of Psychology – Ph.D., University of Pennsylvania; Carnegie Mellon, 2017–

SIMON DEDEO, Associate Professor of Social and Decision Sciences – Ph.D., Princeton University; Carnegie Mellon, 2017–

JULIE DOWNS, Professor of Psychology – Ph.D., Princeton University; Carnegie Mellon, 1995–

PAUL S. FISCHBECK, Professor of Social and Decision Sciences and Engineering and Public Policy – Ph.D., Stanford University; Carnegie Mellon, 1990–

CHRISTINA FONG, Senior Research Scientist – Ph.D., University of Massachusetts, Amherst; Carnegie Mellon, 2001–

RUSSELL GOLMAN, Associate Professor of Behavioral Economics and Decision Science – Ph.D., The University of Michigan; Carnegie Mellon, 2010–

CLEOTILDE GONZALEZ, Research Professor of Information and Decision Science – Ph.D., Stanford University; Carnegie Mellon, 2010–

KEVIN JARBO, Assistant Professor – Ph.D., Carnegie Mellon University; Carnegie Mellon, 2021–

MARK S. KAMLET, University Professor of Economics and Provost Emeritus – Ph.D., University of California, Berkeley; Carnegie Mellon, 1978–

GEORGE F. LOEWENSTEIN, Herbert A. Simon Professor of Economics and Psychology – Ph.D., Yale University; Carnegie Mellon, 1990–

JOHN H. MILLER, Professor of Economics and Social Science – Ph.D., The University of Michigan; Carnegie Mellon, 1989–

LINDA MOYA, Distinguished Service Professor – Ph.D., University of California, Berkeley; Carnegie Mellon, 1999–

PETER SCHWARDMANN, Assistant Professor – Ph.D., Toulouse School of Economics; Carnegie Mellon, 2021–

Affiliated Faculty

LINDA ARGOTE, David and Barbara Kirr Professor of Organizational Behavior – Ph.D., University of Michigan; Carnegie Mellon, 1979–
LEE BRANSTETTER, Professor of Economics and Public Policy – Ph.D., Harvard University; Carnegie Mellon, 2006–

KATHLEEN M. CARLEY, Professor of Sociology – Ph.D., Harvard University; Carnegie Mellon, 1984–

ROSALIND CHOW, Associate Professor of Organizational Behavior and Theory – Ph.D., Stanford University; Carnegie Mellon, 2008–

TAYA COHEN, Associate Professor of Organizational Behavior and Theory and Carnegie Bosch Junior Faculty Chair – Ph.D., University of North Carolina at Chapel Hill; Carnegie Mellon, 2008–

DENNIS N. EPPLE, Professor of Economics – Ph.D., Princeton University; Carnegie Mellon, 1974–

JEFFREY GALAK, Associate Professor of Marketing – Ph.D., New York University; Carnegie Mellon, 2009–

JOSEPH B. KADANE, Leonard J. Savage University Professor of Statistics and Social Science – Ph.D., Stanford University; Carnegie Mellon, 1969–

SARAH B. KIESLER, Professor – Ph.D., The Ohio State University; Carnegie Mellon, 1979–

DAVID M. KRACKHARDT, Professor of Organizations and Public Policy – Ph.D., University of California, Irvine; Carnegie Mellon, 1991–

ROBERT E. KRAUT, Hebert A. Simon Professor of Human Computer Interaction – Ph.D., Yale University; Carnegie Mellon, 1993–

YUCHEN LIANG, Assistant Professor of Accounting – Ph.D., Stanford University; Carnegie Mellon, 2020–

TONG (JOY) LU, Assistant Professor of Marketing – Ph.D., University of Pennsylvania; Carnegie Mellon, 2018–

CHRIS OLIVOLA, Associate Professor of Marketing – Ph.D., Princeton University; Carnegie Mellon, 2013–

JOEL TARR, Richard S. Caliguiri University Professor of History and Policy – Ph.D., Northwestern University; Carnegie Mellon, 1967–

Emeritus Faculty

DAVID A. HOUNSHELL, David M. Roderick Professor of Technology and Social Change – Ph.D., University of Delaware; Carnegie Mellon, 1991–

Adjunct Faculty

MATTHEW MEHALIK, Adjunct Instructor – Ph.D., University of Virginia; Carnegie Mellon, 2008–

MARY JO MILLER - J.D., Duquesne University; Carnegie Mellon, 1999–