

**Course: PSY/MKT 442: Psychology of Judgment**

**Class:** Online, All sessions for this course are asynchronous online.  
There are no live sessions to attend.

March 25, 2024 – May 17, 2024

**Instructor:** Violet Z. Christopher, MBA,  
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**Email:** violet.christopher@csuci.edu

**Office Hours:** Office Hours:  
Mondays 3:00 – 4:00 pm, on Zoom  
Tuesdays 9:00 - 10:00 am, on Zoom  
Please email in advance to establish an appointment

**Instructor Communication Policy:**

Please email me your concerns and questions, I will respond within 24 hours Monday – Friday, I may not be available to respond on a weekend, but please leave a message and I will respond on Monday.

*THIS SYLLABUS IS SUBJECT TO CHANGE. You will be promptly notified of any changes.*

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**Course Description and Objectives**

This course focuses on the processes that underlie how decisions are made and examines why the judgments people make are sometimes irrational, biased, or just plain wrong. Covers a broad range of topics including normative decision theory, heuristics and biases, memory, emotion, game theory, motivation, morality, and improving decision making. Makes connections between psychological approaches to decision making and those adopted in business and economics, health and medicine, and law and public policy.

**Program Learning Outcomes:** The MVS School has several Program Learning Goals:

1. Critical Thinking
2. Oral Communication
3. Written Communication
4. Collaboration
5. Conduct (Ethics); and (6) Competency in Discipline.

*By the successful completion of this course, your **course** learning outcomes will enable to you*

- Describe the major elements of decision making and judgement (PLG 5)
- Analyze and present results of complex decision-making problems (PLG 5 and PLG 1)
- Prepare and present on studies related to judgment and decision making (PLG 5, PLG 2 and PLG 6)
- Analyze and assess decision making processes within businesses

*Som of the most important topics or projects covered in this course include:*

- Instructor designed content and recordings
- Weekly discussions and critiques of current issues in judgment and decision making

### Course Requirements

- **Prerequisites** – PSY 100 has been waived this semester.
- **Required Materials and Texts** – Links to and PDFs on free course readings will be provided on Canvas.

### Grading Criteria

- Objective exams: There will be two multiple choice exams covering course material.
- Discussions will focus on assigned readings and videos. By engaging with the content and one another students will integrate the course components in new ways. Learning will be facilitated in the sharing of perspectives whereby the whole becomes larger than the sum of its parts.
- Written Assignments will also be included to ensure we practice the art of critical thinking and decision making in a written format.
- Activities, varying in design and representing various learning styles of visual, auditory, and kinesthetic learning, understanding will be broadened.
- Students will also complete several self-guided course modules.

### Schedule of Assignment

Below are tentative due dates for major assignments/exams:

Exams and Assignments	Description	Due Date
Developing a Critical Thinking Mindset	Student Guided course	April 7, 2024
Exam 1	Short answer exam	April 14, 2024
Exam 2	Short answer exam	April 28, 2024
Critical Thinking and Problem Solving	Student Guided course	May 5, 2024
The Art of Failure	Written Assignment	May 5, 2024
Learning to Unlearn: A Revolutionary Way to Disrupt Bias	Student Guided course	May 12, 2024

### Grading Scale

Grade	A	A -	B +	B	B -	C +	C	C -	D	F
Points	94-100	90-93.9	88-89.9	83-87.9	80 – 82.9	78 –79.9	73 –77.9	70 –72.9	61-69.9	< 60

- To attain the highest grade possible, it is important to stay informed of your progress throughout the semester. A gradebook is included on our course shell in Canvas for your convenience. Do not wait until the last minute to become concerned about your grade.
- To assess how you are doing, at any time, click on the grades tab and your average will be displayed. Your actual grade, which is calculated by points, will be approximately one grade increment higher. Using your average, however, provides a good and easy estimate.

#### **ON TIME PHILOSOPHY:**

- Timely feedback helps improve learning. I, therefore, provide prompt scoring and answers. Feedback is designed to help students review the previous week's work in a timely fashion. **All assignments, unless otherwise modified, are due by Sunday night at 11:59 pm. Late assignments will be accepted at a 25 % deduction for a 24-hour period until Monday nights at 11:59 pm.** Grading will be completed by the weekend, when most students focus on their studies.
- Once grading has been completed, you will receive a notification. At that point, take a look at your scores as your grades will be visible. Once you begin the following week's work, they will be hidden again until the next week's work is graded. This is a function of Canvas.
- To facilitate the learning of soft skills and to serve as motivation, 5 points in extra assignments (beyond the 100 points) are included. These points are extra credit and are already included in the curriculum. You cannot go back to make up an assignment we've already completed, but you can make up points moving forward and completing all upcoming assignments. Soft skills are an important ingredient to success whether in business, life and education.
- Please don't asked to be bumped if you find yourself at the cusp of the next grade increment. You have already been accommodated with the extra credit points built into the curriculum
- Please do not email any assignments. Assignments will only be accepted within the time period designated on the assignment. The reason for the late assignment does not matter – you forgot, you were not feeling well, your computer crashed, the Internet went down, you had a family emergency, or you thought it was due at some time other than 11:59 pm on Sundays. You have a full week to complete a reasonable amount of work. Start early, and you will have time to recover from a last-minute, unanticipated circumstance. Please do not email requesting an extension as you have already been accommodated with the extra credit points. No additional exceptions will be provided.
- All written assignments should be submitted in MLA format. Details are provided on our Canvas shell.

#### **GRADING RUBRICS:**

- Grading rubrics will be included online on Canvas. Refer to the rubric for guidance to ensure you don't lose unnecessary points.

- I have also included an Introductory module which will familiarize you with Canvas navigation, course rationale, grading, Campus resources, MLA formatting and more. It must be completed before any other modules are opened to you. If you cannot take the first assignment it is because you have not completed this module.

### **GRADE REBUTTALS:**

- Students are responsible for checking their grades on Canvas to ensure they are accurate. Canvas notifications are sent to your email once your assignments are graded. Please be sure to set your notifications for this course. Your instructor will consider all grades on Canvas as final 48 hours after those notifications are sent. Any questions regarding your grades must be brought to my attention within 48 hours including your final course grades. Concerns after 48 hours will not be considered.

### **Attendance and Participation Policy**

Attendance is required in the form of weekly participation and completion of course content. For absences with extenuating circumstances related to a medical condition or disability, please refer to the Disability Statement.

### **Class Recording Policy**

Students may not record (audio or video) in this class except in accordance with approved ADA accommodations. Any recordings made in connection with a disability accommodation are for the student's personal academic use only and may not be distributed in any manner to any other individual. CFA additional note to faculty: You may feel otherwise and take a different position. In fairness, your students should understand and know your position, as they may be recorded if someone else allows them to record a class session.

### **Resources for Students of All Abilities**

If you are a student with a disability requesting reasonable accommodation in this course, please visit Disability Accommodations and Support Services (DASS) located on the second floor of Arroyo Hall or call 805-437-3331. All requests for reasonable accommodation require registration with DASS in advance of needed services. You can apply for DASS services. Faculty, students, and DASS will work together regarding classroom accommodations. You are encouraged to discuss approved accommodations with your faculty.

### **Campus Public Health Requirements**

County Department of Public Health to promote safety during the COVID-19 pandemic for CSUCI students, employees, and visitors on the campus, to help prevent and protect themselves and others from the spread of the virus. Students are required to adhere to all health and safety requirements outlined on the University's website regarding COVID-19, including wearing masks properly during each class session. Failure to do so may result in removal from the classroom and, in keeping with CSU policy, the student may also be denied access to campus/programs.

### **Civil Discourse**

All students, staff, and faculty on our campus are expected to join in making our campus a safe space for communication and civil discourse. If you are experiencing discomfort related to the language you are hearing or seeing on campus (in or out of classes), please talk with a trusted faculty or staff member. Similarly, please consider whether the language that you are using (in person or on Canvas) respects the rights of others to “engage in informed discourse and express a diversity of opinions freely and in a civil manner” (language from Academic Senate Resolution SR 16-01, Commitment to Equity, Inclusion, and Civil Discourse within our Diverse Campus Community). In addition, students whose conduct adversely affects the learning environment in this classroom may be subject to disciplinary action. Students that disrupt this course may receive a verbal and written warning from the instructor, they may be excused from the class for the day, they may be excused from the class for up to one class period, and/or they may be referred to the Dean of Students office for further review and possible disciplinary action.”

### **Academic Dishonesty**

By enrolling at CSU Channel Islands, students are responsible for upholding the University’s policies and the Student Conduct Code. Academic integrity and scholarship are values of the institution that ensure respect for the academic reputation of the University, students, faculty, and staff. Cheating, plagiarism, unauthorized collaboration with another student, knowingly furnishing false information to the University, buying, selling, or stealing any material for an examination, or substituting for another person may be considered violations of the Student Conduct Code. If a student is found responsible for committing an act of academic dishonesty in this course, the student may receive academic penalties including a failing grade on an assignment or in the course, and a disciplinary referral will be made and submitted to the Dean of Students office. For additional information, please refer to [CSUCI’s Academic Dishonesty Policy](#).

Academic Integrity is required. Students are encouraged to discuss cases, readings and assignments in and outside of class. However, all assignments should reflect your thinking and writing. Ideas that are not of the author must be referenced in a consistent manner so that credit can accrue to the original sources. University policy specifically prohibits cheating, plagiarism, misrepresentation, and collusion. Academic dishonesty will result in a failing course grade plus any other academic sanctions allowed by the university policy. Written assignments may be screened using Turnitin or some other plagiarism detection services that compare the work against a large database of past work

### **Additional Student Resources**

- *Emergency Intervention and Basic Needs*

If you or someone you know is experiencing unforeseen or catastrophic financial issues, skipping meals, or experiencing homelessness/housing insecurity (e.g., sleeping in a car, couch surfing, staying with friends), please know that you are not alone. There are resources on campus that may assist you during this time. The Dolphin Pantry is currently located in Arroyo Hall and offers free food, toiletries, and basic necessities for current CI students. For additional assistance, please contact the Dean of Students office at

(805) 437-8512 or visit Bell Tower 2565. Please visit the website for the most up-to-date information on the Basic Needs Program at CI: <https://www.csuci.edu/basicneeds/>.

- ***Counseling and Psychological Services (CAPS)***

CAPS is pleased to provide a wide range of services to assist students in achieving their academic and personal goals. Services include confidential short-term counseling, crisis intervention, psychiatric consultation, and 24/7 phone and text support. CAPS is located in Bell Tower East, 1867, and can be reached at 805-437-2088 (select option 2 on voicemail for 24/7 crisis support; or text “Hello” to 741741); you can also email us at [caps@csuci.edu](mailto:caps@csuci.edu) or visit our website at <https://www.csuci.edu/caps>.

- ***Writing & Multiliteracy Center***

The Writing and Multiliteracy Center (WMC) provides all CI students with FREE online support services and programs that help them become more effective writers and communicators. WMC peer consultants help students at any stage of the composition process in any discipline for writing or speaking (such as online slideshow presentations). Students are also welcome to bring in other types of non-academic or creative work. WMC professional consultants are CI faculty who can help students working on graduate-level writing or personal and research statements required for graduate school applications. WMC tutors can also help those who want to talk about or wish to learn new skills in speaking in academic or online contexts. Students can drop in for a 30-minute tutorial session or ask for one-hour sessions for longer projects. Make an appointment by visiting <http://www.csuci.edu/wmc>.

- ***Title IX and Inclusion***

Title IX & Inclusion manages the University’s equal opportunity compliance, including the areas of affirmative action and Title IX. Title IX & Inclusion also oversees the campus’ response to the University’s nondiscrimination policies. CSU Channel Islands prohibits discrimination and harassment of any kind on the basis of a protected status (i.e., age, disability, gender, genetic information, gender identity, gender expression, marital status, medical condition, nationality, race or ethnicity, religion or religious creed, sexual orientation, and Veteran or Military Status). This prohibition on harassment includes sexual harassment, as well as sexual misconduct, dating and domestic violence, and stalking. For more information regarding CSU Channel Islands’ commitment to diversity and inclusion or to report a potential violation, please contact Title IX & Inclusion at 805.437.2077 or visit <https://www.csuci.edu/titleix/>.

### **Preferred Pronouns**

Students have the option to update their chosen/preferred name, pronouns, and gender identity through their myCI portal, within CI Records. Additionally, students may request to change their email address to match their chosen name. Click the menu items below for more details. Visit the [Registrar’s Gender Identity and Pronouns](#) page for instructions.

- ***Campus Tutoring Services***

You are encouraged to make early and regular use of campus tutors and/or peer-led study groups. For campus tutoring locations, subjects and hours, go to: <http://go.csuci.edu/tutoring>.

- ***Digitally Accessible Course Materials--ALLY***

CSUCI is committed to providing you with the best learning experience possible. With this goal, we have activated ALLY in your Canvas courses. ALLY is a product that focuses on making digital course content more accessible to all students. You will now be able to download most course files in the format that fits best with your learning needs; PDF, HTML, .EPUB and Audio files are now available for most content items. To learn more about the formats available as well as what each format offers visit Ally Support. Should you have any questions or experience issues while using ALLY, please contact [ITS Solution Center](#) at (805) 437-8552.

**SPRING 2024 – PSY/MKT 442 PSYCHOLOGY OF JUDGMENT COURSE SCHEDULE**

This syllabus is subject to change. The detailed resources and assignments are on Canvas.

<i>Week &amp; Module</i>	<i>Date</i>	<i>Topics</i>
1	March 25-31	Introduction of course What is Critical Thinking
2	April 1-7	Who You are Impacts Your Judgment
3	April 8-14	Learning and Reinforcement
4	April 15-21	Empathy and Individuality
5	April 22-28	Perception and Managerial Decision Making
6	April 29 – May 5	Emotional Intelligence and Soft Skills
7	May 6-12	Obstacles to Critical Thinking and Judgment
8	May 12- 17	Communication of Thought
	May 17, 2024	Class ends Thanks for joining me and Happy Summer to you all!

