

Master's Thesis Evaluation by the Supervisor

Title of the Master's Thesis:

Game Theory in Managerial Decision Making: Applications to the Microfinance Industry

Author of the Master's Thesis:

Kristine Gyulbudaghyan

Goals of the Master's Thesis:

The design of an optimal credit agreement for microfinance credit organizations to maximize the expected profit when the future decision of a borrower to repay or not is unknown. Proposition of incentives for borrowers to exert enough effort for being able to repay debt in the future, which may help to reduce the moral hazard problem for the microfinance credit organization.

Evaluation:

	Criteria	Description	Max. points	Points
Content 70%	Output Quality	The quality of the diploma thesis is based on a broad knowledge of theoretical concepts and practical techniques. At the same time, it confirms detailed knowledge of Armenian economic reality and the activities of microfinance institutions. The benefit of the work lies in the design of the author's own games (chap. 5.4 - 5.7) and in the identification of specific measures that could lead to enhance and motivate borrowers to pay on time. Results are of high practical relevance.	20	20
	Goals	The goals of the thesis are evident and accomplished. To help microfinance organizations in Armenia to design an optimal scheme for borrowers, the author comes with a tool how identify the minimum and maximum boundaries of the loan amount corresponding to the client's utility. Constructed game-theoretic models help to identify supervision techniques that can be used while interacting with clients.	10	10
	Methodology:	Methods used by the author are adequate and are correctly related to goals of the thesis. The tools of game theory and statistical analysis are used appropriately.	20	20
	Theory/ Conceptualization:	The author demonstrates a deep knowledge of the concepts, terminology and definitions used and also uses the latest literary sources. This is evidenced by an extensive list of literature review.	20	20
Formal requirements 15%	Structure:	The thesis represents a logically structured whole. The author proceeds from an overview and characteristics of later used theoretical concepts through a description of the Armenian economy and the characteristics of the microfinance industry in Armenia to the analysis of lending practices of a specific Armenian company. Using descriptive statistics and statistical analysis, she formulates her own games. At the end of the thesis, she formulates her own opinions, resulting from her findings.	3	3

	Terminology:	The linguistic and terminological level of the work is high and testifies to the author's ability to express herself professionally, precisely and comprehensibly	4	4
	Formalities:	The thesis meets the required formal criteria. The abstract introduces the reader to the problem and briefly describes the problems of the microfinance industry. It presents the basic problem, the tool for its solution and sets the goal of the thesis	4	4
	Citing:	The quote meets the required criteria. The Validator checking shows less than 1 percent match.	4	4
Delivery 15 %	Presentation document:	Is the presentation itself structured in a clear way? Is it appealing and easy to follow? Does it convey the message efficiently?	5	
	Presentation skills:	Are you conveying the message efficiently and timely? Do you use appropriate words, speed, tone of voice, gestures, movement etc. to express your thoughts in a clear manner?	5	
	Argumentation:	Are you able to readily and briskly react to questions or comments? Are you able to explain unclear parts and connect comments to relevant places in your presentation or parts of particular analyses? How well are you able to defend to your ideas and recommendations?	5	
			100	0

Other comments:

Klikněte nebo klepněte sem a zadejte text.

Questions or comments to be discussed during the thesis defence:

Microfinance has its supporters and opponents. Please comment on the following: "From an economic point of view, the most important boundaries are consumer lending and investment lending. Microfinance has gained great popularity and significant appreciation, in particular because it has disguised lending money to the poor for consumption at usurious interest by claiming that it lends small sums to the poor for the business for a share of the profits created by the business." (Ondřej, J. a kol.: Spotřebitelské smlouvy a ochrana spotřebitele. Ekonomické, právní a sociální aspekty. C.H.Beck, 2013, p.121)

The name of the Supervisor:

Doc. Ing. Bronislava Hořejší, CSc.

The employer of the Supervisor:

Faculty of Business Administration, University of Economics, Prague

Date 26. 5. 2020
