

# IDSc 6481 Managerial Decision Making

## Executive Summary

**Course:** IDSc 6481 Managerial Decision Making

**Credits:** 2 credits

**Prerequisites:** MBA Student

### **Target Audience**

The course applies to decision making as an activity that occurs throughout an organization. As such, the audience is not restricted to those interested in IS. The course is of relevance across the disciplines—marketing, finance, supply chain management, etc.—to all those interested in techniques and applications that are available for improving decision making.

### **Description**

This is a 2-credit, 7-week course. The course is interested in the decision process, determining its strengths and weaknesses. The course is based on research in psychology and research in organizational theory to understand how decisions are made and when decisions fail. From this understanding, practical approaches and techniques for improving decision making are identified and, as appropriate, demonstrated. Although we use theory and achieve a working understanding of theory for our purposes, this is not a course in psychology or in organizational theory. It is a course in understanding the dynamics of decision making, towards the practical goal of improving decision making. Developing and evaluating techniques for improving decision making are the ultimate goals of the course.

### **Objectives**

1. Be able to explain and evaluate alternative perspectives of the decision making process.
2. Be able to identify sources of decision failure in individuals and organizations.
3. Be able to apply techniques for successfully addressing business, personal, and public policy decision problems.

### **Learning Outcomes**

1. Students will understand the components of the decision process and the difficulties that can arise from each.
2. Students will apply specific tools and techniques for aiding decision making at each stage of the decision process. They will be able to evaluate the strengths and limitations of different approaches.