

DECISION-MAKING PROCESS

Business Decision Making

foi

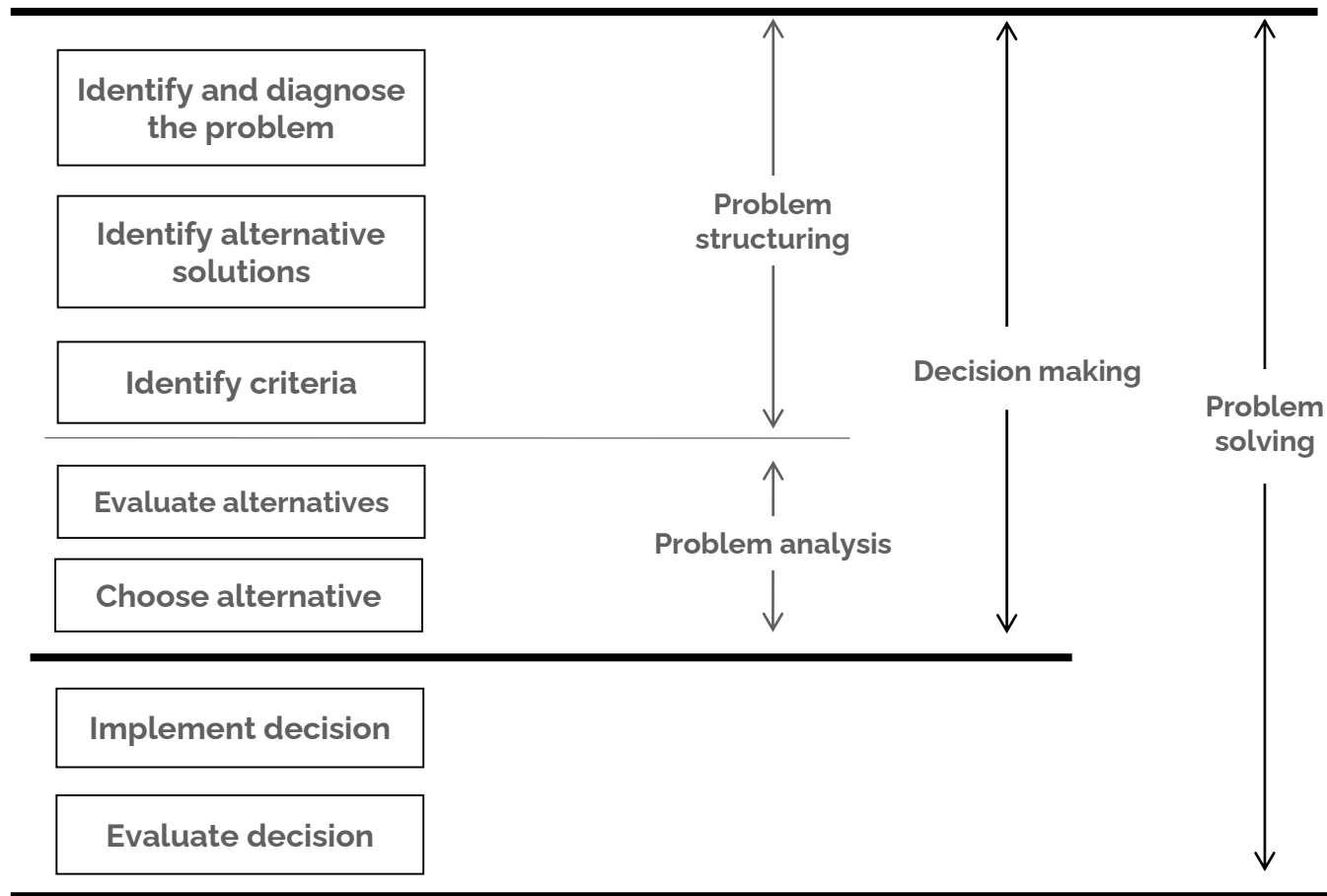


FACULTY OF
**ORGANIZATION
AND INFORMATICS**

STRUCTURE

- Steps in decision-making process
- Phases of integral decision-making process
- Assignment 1
- Assignment 2

DECISION MAKING **PROCESS**



DECISION MAKING **PROCESS**

Identify and diagnose
the problem

Identify alternative
solutions

Identify criteria

Evaluate alternatives

Choose alternative

Implement decision

Evaluate decision

INTEGRAL DECISION-MAKING PROCESS

1. Preparation of the decision
 - A. Identification of the problem
 - B. Setting goals (tasks definition)
 - C. Analysis of current state
 - D. Alternatives (identification and/or creation)
 - E. Alternatives' evaluation
2. Decision making
3. Implementation of the decision
4. Implementation monitoring and control



INTEGRAL DECISION-MAKING PROCESS

1. Preparation of the decision
 - A. Identification of the problem
 - B. Setting goals (tasks definition)
 - C. Analysis of current state (resources)
 - D. Alternatives (identification and/or creation)
 - E. Alternatives' evaluation
2. Decision making
3. Implementation of the decision
4. Implementation monitoring and control

Connect phases with statements!

Buying a car

- Possible cars are: BMW, Fiat and Peugeot.
- I have 10000 € to spend.
- I want that the fuel consumption of the car is low
- I am not late at work anymore, but I have 4 speeding tickets.
- I will use AHP method.

MAPPING

1. Preparation of the decision
 - A. Identification of the problem
 - B. Setting goals (tasks definition)
 - C. Analysis of current state
 - D. Alternatives (identification and/or creation)
 - E. Alternatives' evaluation
2. Decision making
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solutions

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ASSIGNMENT 1

- Choose one personal and one business decision-making problem.
- Do the analysis with respect to criteria in the form



ASSIGNMENT 2

- Find additional theoretical possibilities related to the decision-making process
- Present the phases/steps and map them with respect to the 2 approaches described in this presentation

