SZKOŁA GŁÓWNA GOSPODARSTWA WIEJSKIEGO

Decision Making in Enterprises

Educational subject description sheet

Basic information

Field of study Management - przedmioty do wyboru **Speciality** - **Organizational unit** Faculty of Economics **Study level** first cycle (bachelor's degree) **Study form** full-time studies **Education profile** General academic	**Didactic cycle** 2024/25 **Subject code** EKRZj-FS_D.18.06480.24 **Lecture languages** english **Mandatory** Elective subjects **Block** Major subjects **Disciplines** Management science and quality

Coordinator	Monika Gębska
Teacher	Monika Gębska

Period Semester 4	**Examination** Pass with grade **Activities and hours** Lecture: 20 Auditorium exercises: 10	**Number of ECTS points** 3

Goals

Code	Goal
C1	familiarizing students with decision-making issues
C2	familiarizing students with the psychology of decision making
C3	familiarizing students with the tools supporting the process of decision-making

Entry requirements

managemet

Subject's learning outcomes

Code	Outcomes in terms of	Effects	Examination methods
Knowledge – Student knows and understands:			
W1	the student knows and understands the styles, methods and techniques used in decision-making and the student explains the known styles of decision-making methods and techniques	Zj_K1_W03	Report, Presentation
Skills – Student can:			
U1	the student is able to select and apply the learned styles, methods and techniques to a decision-making situation	Zj_K1_U01	Report, Presentation
U2	the student is able to analyze the problem and interpret the results	Zj_K1_U01, Zj_K1_U03	Report, Presentation
Social competences – Student is ready to:			
K1	the student is ready to actively obtain data from enterprises necessary to make decisions and critically evaluate the information obtained	Zj_K1_K02, Zj_K1_K04	Presentation

Study content

No.	Course content	Subject's learning outcomes	Activities
1.	Introduction of basic notions from the theory of decision-making (2h), The method of theory. Decision and stages of the decision-making process. Classification and types of decisions, Introduction of basic notions from the decision-making theory - continued (3 h), Problem and problematic situation. Classification and types of problems. Multidimensionality of decision effects. Problems and decisions in various stages of organisational life. Psychology of decision-making. (2h), Value system and decisions, aspirations and decisions, subjective assessment of risk and probability. Psychological traps of decision-making. Rational techniques of problem solving. Creative problem solution – heuristics and heuristic techniques are helpful in various decision-making stages.	W1, U1, K1	Lecture
2.	(4 h), Advantages and disadvantages of individual and group decision-making process. Decision game. Vroom and Jago model. (4 h) Decision-making group. Selecting a team for a task. Life curve of a team. Testing of personality and climate testing. Styles and rules of the decision-making process. Traditional and modern techniques supporting decision-making. (3 h) Decision-making in the conditions of risk and uncertainty. (2 h) Theory of games (3 hours) .	W1, U1, U2, K1	Auditorium exercises

Course advanced

Activities	Methods of conducting classes
Lecture	Conversation lecture
Auditorium exercises	Case study

Activities	Examination method	Percentage
Lecture	Report	50%
Auditorium exercises	Presentation	50%

Activities	Credit conditions
Lecture	Case study report
Auditorium exercises	Oral presentation of case study results

Literature

Obligatory

1. Adair John. 2022 Decision Making and Problem Solving: Break Through Barriers and Banish Uncertainty at Work. Kogan Page Ltd.

Optional

1. Smith, C. S., Shanteau, J., & Johnson, P. E. (2011). Psychological investigations of competence in decision making. Cambridge University Press
2. Burstein, F., & Holsapple, C. W. (2008). Handbook on Decision Support Systems 1. In Springer eBooks. https://doi.org/10.1007/978-3-540-48713-5 https://doi.org/10.1007/978-3-540-48716-6
3. Burstein, F., & Holsapple, C. W. (2008a). Handbook on Decision Support Systems 2. In Springer eBooks. https://doi.org/10.1007/978-3-540-48716-6
4. Burstein, F., & Holsapple, C. W. (2008a). Handbook on Decision Support Systems 3. In Springer eBooks. https://doi.org/10.1007/978-3-540-48716-7
5. Forrest, Jeffrey Yi-Lin. 2020. Judgment in managerial decision making. Springer Nature Switzerland AG. http://ci.nii.ac.jp/ncid/BA75749812
6. Jones Orumwense. 2013. Change Management and Managerial Decision - Making in Organisations. Lambert

Calculation of ECTS points

Activity form	Activity hours*
Lecture	20
Auditorium exercises	10
Conducting empirical research	10
Preparation of a multimedia presentation	5
Self-study on the content covered in class	15
Conducting literature research	10

Preparation for remote work	10
Student workload	**Hours** 80
Number of ECTS points	**ECTS** 3

* hour means 45 minutes

Effects

Code	Content
Zj_K1_K02	The graduate is ready to setting priorities for the implementation of a task defined by oneself or others for the purpose of effective management, critical analysis of knowledge resources, and searching for its sources among experts
Zj_K1_K04	The graduate is ready to cooperation and cooperation in the team, assuming various roles in it, including managerial functions
Zj_K1_U01	The graduate is able to properly analyse the causes and course of specific social, economic, and organisational processes and phenomena
Zj_K1_U03	The graduate is able to use theoretical knowledge and obtain data to formulate and solve problems typical for the management of phenomena and processes in agribusiness and rural areas
Zj_K1_W03	The graduate knows and understands methods and tools, including data acquisition techniques, appropriate for the fields of economic sciences, in particular management, allowing to describe economic entities and the processes regulating their functioning