



DECISION MAKING

Course description

Course director: Karlis Kreslins

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2018

Lecturers:

Karlis Kreslins

Guest speaker(-s) — industry expert(-s)

Credit points: 2 (3 ECTS)

Literature: articles, books, case studies

1. Course description

Aim of the course is to introduce students some theoretical and practical aspects of decision making in politics, economics and business. During the course students will become familiar with decision making process, learn different decision making methods and analyse different decision making models.

Within the course students will learn about decision making process (definition of problem, desired results, generation of possible alternatives, expected results. During the course decision and action and evaluation of effects will be discussed. The course will give brief insight into classification of decisions, decision making levels and styles. Use of methods and models for decision making will be analysed as well.

2. Course organization

Course will consist of lectures which include discussions and case study analysis. In addition there will be a guest lecture(-s) which will give a practical insight in decision making process from the industry perspective. During the course students will have to work on two case studies and present their findings to the class.

3. Literature

- 1) Lawrence Suskind. Breaking Robert's Rules: the new way to run your meeting, build consensus and get results. Oxford University Press, 2006.
- 2) Edward de Bono. Six Thinking Hats. Penguin Books, 1999.
- 3) Ferrell, O.C. Business ethics: ethical decision making and cases. Stanford CT. Cengage, 2013.
- 4) Ken Binmore. Rational Decisions. Princeton University Press, 2009.
- 5) Mark Hirschey. Fundamentals of Managerial Economics. Cengage Learning, 2009.
- 6) Bruce A., Birchall D. Fast track to success. Prentice Hall, 2009.

4. Evaluation

Course evaluation will be based on three components:

Individual assignments (2)	=	15% each
Activity in the class	=	5%
Project work	=	65% (presentation = 25%, report = 40%)

In order to pass the course student should receive a positive evaluation for each component.

Attendance of lectures, seminars and guest lectures for this course **are mandatory**.

COURSE SCHEDULE

Week 8	
Introduction to the course, structure, definitions. Overview of Robert's Rules.	Wednesday, February 21 st 10:15 – 11:45, B7
Weeks 9 and 10	
Introduction to the Six Hat method. First task is handed out. Six Hat method (continued).	Monday, February 26 th and March 5 th 12:45 – 14:15, B7 Wednesday, February 28 th and March 7 th 10:15 – 11:45, B7
Week 11 and 12	
Discussion of the first task. Possible guest lecture.	Wednesday, March 14 th and 21 st 10:15 – 11:45, B7
Weeks 13 and 14	
Consensus building approach – getting right people at the table, leadership models. Second assignment is handed out.	Wednesday, March 28 th and April 4 th 10:15 – 11:45, B7
Weeks 15 and 16	
Barriers in the CBA, five steps in the CBA. Resolving conflicts in decision making process. Presentation of the second home assignment.	Wednesday, April 11 th and 18 th 10:15 – 11:45, B7
Weeks 17 and 18	
Decision making levels. Methods used in decision making process. Models for decision making.	Wednesday, April 25 th and May 2 nd 10:15 – 11:45, B7
Weeks 19 and 20	
Enhancing decision making. Decision making systems, modelling and support.	Wednesday, May 9 th and 16 th 10:15 – 11:45, B7
Weeks 21 and 22	
Modelling and analysis. Presentations of the assignment Conclusions, final remarks of the course	Wednesday, May 23 rd and 30 th 10:15 – 11:45, B7