



## Course Descriptor MNGT425 Managerial Decision Making

<b>Proposed Academic Year</b>	2020 - 2021	<b>Last Reviewed Academic Year</b>	2019 -2020
<b>Course Code</b>	MNGT425	<b>Course Title</b>	Managerial Decision Making
<b>Credit hours</b>	3	<b>Level of study</b>	Undergraduate
<b>College / Centre</b>	COBA	<b>Department</b>	Management
<b>Co-requisites</b>		<b>Pre-requisites</b>	

### 1. COURSE OUTLINE

Decision Making is one of the principle responsibilities of managers, as they are assessed regarding their success of making decisions. Effective managers should have the knowledge to identify problems, how to represent the essential structure of the decision situations, and how to investigate the issue with the formal tools in view of choice hypothesis.

### 2. AIMS

[The target of this course is improving the abilities of students to make effective and creative decision to solve problems within both individually or inside groups. After passing this course, graduates would figure out how to see basic leadership as an efficient procedure with regards to solving problems.

### 3. LEARNING OUTCOMES, TEACHING, LEARNING and ASSESSMENT METHODS

<b>Learning Outcomes (Definitive)</b>	<b>Teaching and Learning methods (Indicative)</b>	<b>Assessment (Indicative)</b>
Upon successful completion of this course, students will be able to:		
1. Command on the descriptive (behavioral, psychological), normative (rational, optimal	Lectures, PowerPoint Presentations & Group Discussion Case Studies	e.g in-class tests, quizzes
2. Decision Analysis: Know-how about the technical tools for analyzing decision problems	Lectures, PowerPoint Presentations & Group Discussion Case Studies	Self-reflective journal
3. Framing the Decision: How to represent the decision situation effectively .	Lectures, PowerPoint Presentations & Group Discussion Case Studies	Class Presentation, Written Examination
4. Effective Decision Making In groups & Organizations	Lectures, PowerPoint Presentations & Group Discussion Case Studies	Case Study report



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### 4. ASSESSMENT WEIGHTING

Assessment	Percentage of final mark (%)
Assignment	10
Mid-term Examination 1	25
Mid-term Examination 2	25
Final Examination	40
<b>TOTAL</b>	<b>100%</b>

### 5. ACHIEVING A PASS

The student will achieve pass by accumulating 50% of the course total allocated marks.

Letter grade distribution is as follows:

#### Grading system

GRADE	VALUE	GRADE
A	4.0	95-100
A-	3.7	90-94
B+	3.3	85-89
B	3.0	80-84
B-	2.7	75-79
C+	2.3	70-74
C	2.0	65-69
C-	1.7	60-64
D+	1.3	55-59
D	1.0	50-54
F	0.0	0-49

### 6. COURSE CONTENT (Indicative)

WEEK	LECTURE TOPIC	TIME (HOURS)
1	Introduction: Making Risky and Competitive Decisions; Risk Aversion	3
	Bounded Rationality and SCRIPTing	3
2	A Review of Decision Biases + Workshop	3
	Biases and Puzzles	3
3	Causation and Risk in Decision Making	3
	Anticipating & Forecasting Risky Decisions	3
4	Emotions + Workshop	3
	Memory + Case Study	3
5	Perspectives and Time	3
	Masterful Decision Making and Ethics + Project	3
6	The Dynamics of Trust	3



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	Acquisitions + Case Study	3
7	Group Decision Making	3
	Groups and Risk + Workshop	3
8	Revision & FINAL EXAM WEEK	6
	Introduction: Making Risky and Competitive Decisions; Risk Aversion	3
9	Bounded Rationality and SCRIPTing	3
	A Review of Decision Biases + Workshop	3
10	Biases and Puzzles	3
	Causation and Risk in Decision Making	3
11	Anticipating & Forecasting Risky Decisions	3
	Emotions + Workshop	3
12	Memory + Case Study	3
	Perspectives and Time	3
13	Masterful Decision Making and Ethics + Project	3
	The Dynamics of Trust	3
14	Acquisitions + Case Study	3
	Group Decision Making	3
15	Groups and Risk + Workshop	3
	Revision & FINAL EXAM WEEK	6
	<b>TOTAL HOURS</b>	<b>48</b>
1 - 15	Plus <b>RECOMMENDED INDEPENDENT STUDY HOURS</b>	<b>48</b>
	<b>TOTAL COURSE HOURS</b>	<b>96</b>

**7. RECOMMENDED READING**

**Core text/s:**

Bazerman, M. H., & Moore, D. A. (2009). Judgment in managerial decision making (7th custom ed.). Hoboken, NJ: Wiley.

**Library + online resources:**

*The Art of High-Stakes Decision-Making Tough Calls in a Speed-Driven World*  
By J. Keith Murnighan and John C. Mowen, New York: John Wiley & Sons, 2001