



Course title: Managerial decisions

ECTS credit allocation (and other scores): 3,5

Semester: spring

Level of study: ISCED-7 - second-cycle programmes (EQF-7)

USOS Code: 37S2O-TPDM

Branch of science: Social sciences

Language: English

Number of hours per semester: 15 h (lectures) + 30 h (classes)

Course coordinator/ Department and e-mail: Dorota Sobol, Ph.D., dorota.sobol@uwm.edu.pl

Faculty of Economic Sciences, Institute of Management and Quality Sciences

Type of classes: classes

Substantive content

CLASSES: Model of rational decision making. Methods supporting the analysis of the problem situation. Methods supporting the design of decision variants. Methods supporting the selection of the decision variant.

LECTURES: Managerial problems and decisions making process - introduction. Factors influencing the decision-making process. Decision-making conditions in the organization. Individual and group decision-making processes. Rational and behavioral decision models.

Learning purpose: Providing knowledge on identifying and solving managerial problems. Developing the ability to identify and solve problems in the enterprise, as well as make decisions with the use of basic methods, techniques and decision tools.

On completion of the study programme the graduate will gain:

Knowledge: The student has systematized knowledge of the basic models, techniques and tools for making decisions, as well as the determinants of the decision-making process in contemporary organizations.

Skills: The student is able to apply the acquired knowledge to solve a specific problem in the enterprise, concludes, assesses and presents the adopted solutions.

Social Competencies: The student can work individually but is also ready to cooperate with other people as part of teamwork. The student is also responsible for the reliability of the proposed solutions, their interpretation and professional presentation.

Basic literature: notes shared by the teacher.

Supplementary literature: 1) *Harvard Business Review Magazine* (selected articles).

The allocated number of ECTS points consists of:

Contact hours with an academic teacher: participation in lectures (15 h), participation in classes (30 h), consultations (5 h).

Student's independent work: preparation for classes (20 h), homework: case study "Trade finance" (4,5 h), preparation for final test (20 h).