

DECISION-MAKING PROCESS

Business Decision Making

foi

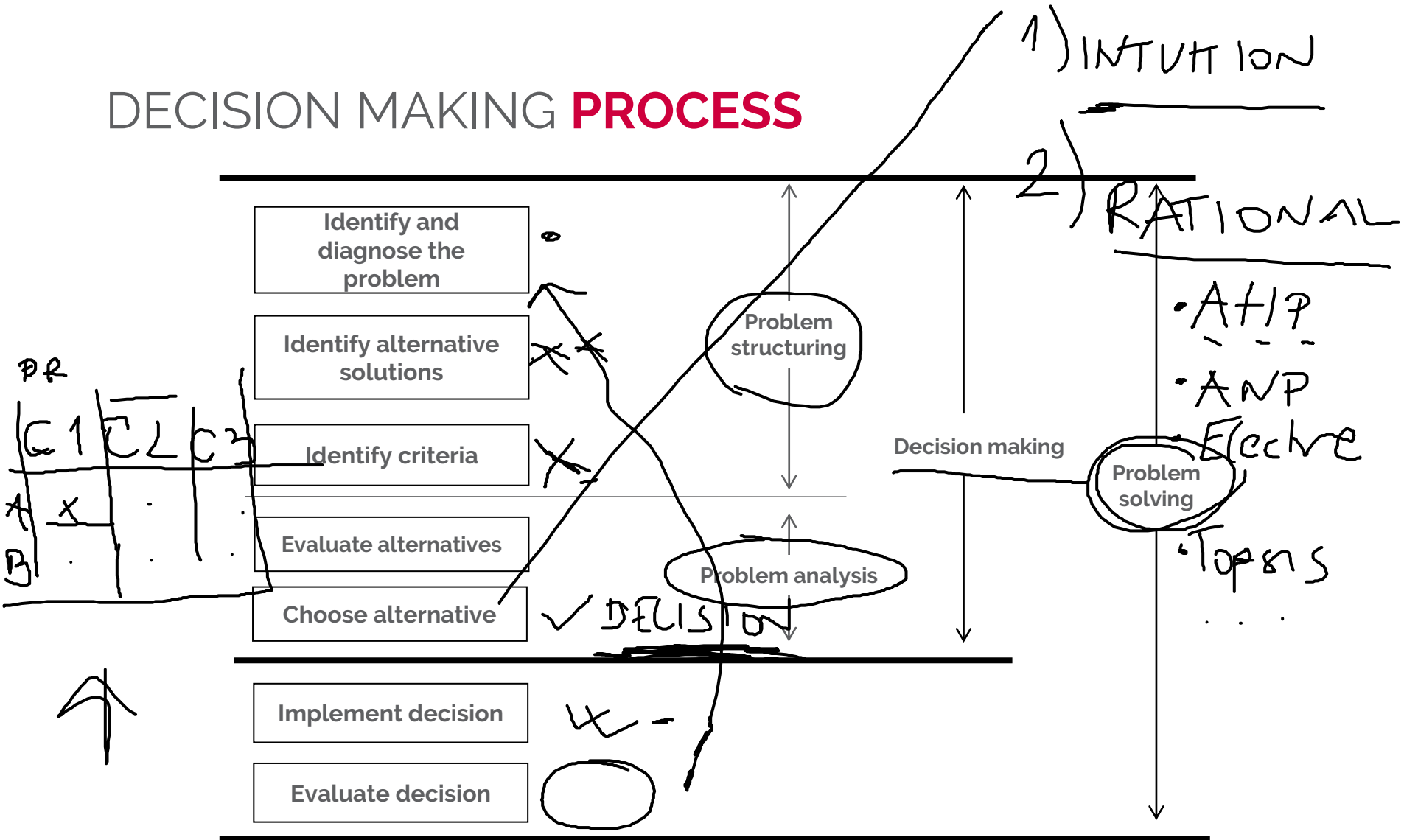


FACULTY OF
**ORGANIZATION
AND INFORMATICS**

STRUCTURE

- Steps in decision-making process
- Phases of integral decision-making process
- Assignment 1
- Assignment 2
- Assignment 3

DECISION MAKING PROCESS



DECISION MAKING **PROCESS**

Identify and diagnose the problem

PR: Our phone is NOT WORKING

✓ Identify alternative solutions =

✓ Identify criteria

✓ Evaluate alternatives

→ Choose alternative

Implement decision

Evaluate decision

	PRICE	SCREEN SIZE	MEMORY...
IPHONE X	600€	5"	1GB
Samsung Y	550€	5.5"	1GB
Nokia Z	400€	5.5"	2GB
Xiaomi N	250€	5.5"	2GB

DECISION: SAMSUNG

BUY / USE IPHONE

SATISFACTION

INTEGRAL DECISION-MAKING PROCESS

- DS
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
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Connect phases with statements!

Buying a car

- Possible cars are: BMW, Fiat and Peugeot. → 1.D.
- I have 10000 € to spend. 1.C.
- I want that the fuel consumption of the car is low. 1.B
- I am not late at work anymore, but I have 4 speeding tickets. 4
- I will use AHP method. 2.

ASSIGNMENT 1

- Choose what ever DM problem you want.
- Analyse it through phases in DM process
 - Describe the problem
 - Select and describe the criteria
 - Select and describe the alternatives
 - Make DM table
 - Try to make a decision on chosen problem
 - Describe the actions in implementation of the decision
 - How will you evaluate the decision?



