# DECISION-MAKING PROCESS

**Business Decision Making** 

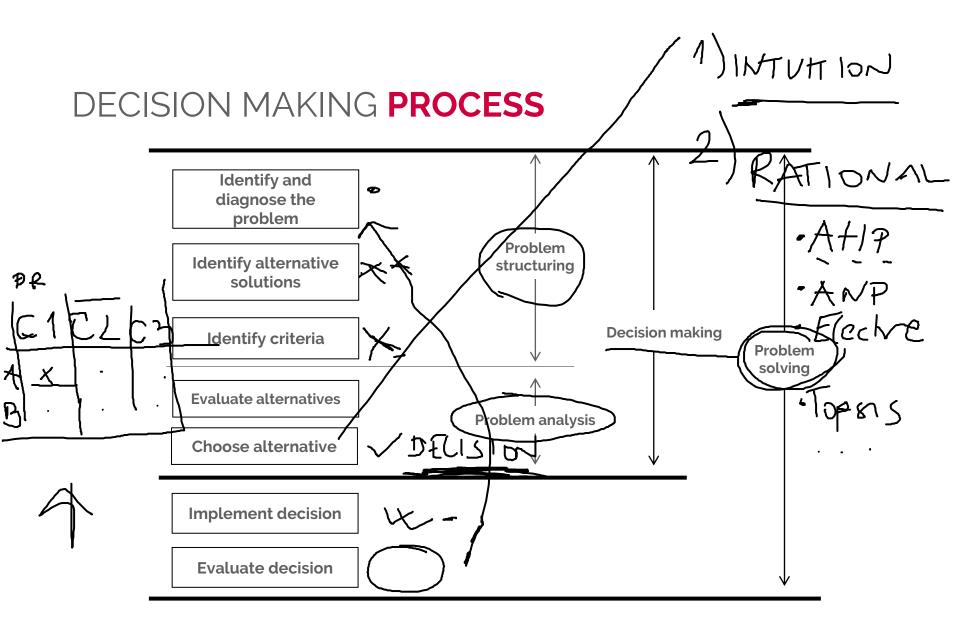




### **STRUCTURE**

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





## DECISION MAKING PROCESS

| Identify and diagnose the problem | PR: OUR PM                            | one ! | 5 WOT W         | orking | I      |
|-----------------------------------|---------------------------------------|-------|-----------------|--------|--------|
| Identify alternative solutions    |                                       | 72106 | SC REEN<br>SILE | nenzy  |        |
| Identify criteria                 | /PHONEX                               | Post  | <i>5</i> ''     | 163    | \<br>\ |
|                                   | Sansing Y                             | 550€  | <i>5.</i> 5"    | 193    |        |
| Evaluate alternatives             | Moria 7                               | 400€  | 5.5"            | 265    | T      |
| Choose alternative                | X, com                                | 250 € | 5.5"            | 293    |        |
| 1KE 151 ON: 5X1                   | ~?~~~                                 |       | 1               |        | 1      |
| Implement decision                | Implement decision  BVY   USE FIFHOUT |       |                 |        |        |
| Evaluate decision                 | SATISTACTI                            | 20    |                 | _      |        |

### **INTEGRAL** DECISION-MAKING PROCESS

Preparation of the decision

- Identification of the problem
- Setting goals (tasks definition)
- Analysis of current state
- Alternatives (identification and/or creation)
- Alternatives' evaluation
- Decision making .
- Implementation of the decision
- 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

# Connect phases with statements!

#### Buying a car

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





### **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?





### **ASSIGNMENT 2**

MAPPING

- 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
- Decision making
- 3. Implementation of the decision
- 4. Implementation monitoring and control

Identify and diagnose the problem

Identify alternative solutions

**Identify criteria** 

**Evaluate alternatives** 

Choose alternative

Implement decision

**Evaluate decision** 



### **ASSIGNMENT 3**

- Find additional theoretical possibilities related to the decision-making process
- Present the phases/steps and map them with respect to the 2 approaches described in this presentation



