



UNIVERSITI TEKNOLOGI MARA

SMG604: DECISION MAKING

Course Name (English)	DECISION MAKING APPROVED
Course Code	SMG604
MQF Credit	3
Course Description	This course examines various decision-making models and the relationship to the social action context of managerial decision making. Decision-making in many ways is the central focus of managerial action; managers spend much of their intentional effort attempting to solve problems, defines as gaps between an actual and a desired state. Students will be assisting to understand that a promising approach to making organizational decisions is found in rational and rule-based models that outline steps in the decision-making process, seek to maximize utility, emphasized successful precedents, and provide a framework for multi-party participation in the decision-making process
Transferable Skills	managerial function, managerial roles, managerial skill.
Teaching Methodologies	Lectures, Blended Learning, Field Trip, Case Study, Practical Classes, Tutorial, Reading Activity, Listening Activity, Simulation Activity, Problem Based Learning (PBL), Discussion, Presentation, Debates, Small Group Sessions , Self-directed Learning, Directed Self-learning , Journal/Article Critique, Supervision, Industrial Talk, Collaborative Learning, Project-based Learning, Problem-based Learning
CLO	CLO1 CO1: Explain decision making theories and concepts to a complex decision CLO2 CO2: Apply the effective group process and decision making concept to practice CLO3 CO3: Analyze various decision-making models and relate them to the social action context of managerial decision making. CLO4 CO4: Identify quality managerial decision making and provide with a 'rational' framework for thinking about decisions
Pre-Requisite Courses	No course recommendations
Topics	
1. 1. Introduction to decision making 1.1) 1.1.1 Basic understanding of Decision Making 1.2) 1.1.2 Introduction to case studies	
2. 2. The Environment For Decision Making 2.1) 2.1 Environment factors 2.2) 2.2 Decision making conditions	
3. 3. Group Decision Making 3.1) 3.1 Introduction 3.2) 3.2 Types of groups 3.3) 3.3 The advantages and disadvantages of group decision making 3.4) 3.4 Group norms and cohesiveness 3.5) 3.5 The decision model 3.6) 3.6 Techniques used to improve Group Decision	
4. 4. Making Decision 4.1) 4.1 Types of decision 4.2) 4.2 Types of problems 4.3) 4.3 Decision style	

5. 5. Value and Ethics 5.1) 5.1 Ethical Issues in decision making 5.2) 5.2 Ethical power 5.3) 5.3 Influence and Intensity in decision making 5.4) 5.4 Decision-making errors and bias
6. 6. The Frame Work for the Analysis 6.1) 6.1 Quantitative method of making decision 6.2) 6.2 Application of probability 6.3) 6.3 Decision tree
7. 7. Strategic Decision Making 7.1) 7.1 A frame work for strategic decision making 7.2) 7.2. Management by objective (MBO)
8. 8. Implementing Decision 8.1) 8.1 Leadership 8.2) 8.2 Communicating the decision 8.3) 8.3 Resource requirement 8.4) 8.4 Monitoring and evaluation
9. 9. Delegation, Negotiation and Conflict 9.1) 9.1 Delegation, Negotiation and Conflict

Assessment Breakdown	%
Continuous Assessment	60.00%
Final Assessment	40.00%

Details of Continuous Assessment	Assessment Type	Assessment Description	% of Total Mark	CLO
	Group Project	Organize an event/game for class activities that relate to decision-making simulations	25%	CLO2
	Journal/Article Critique	3 Journals Critique on decision making finding.	15%	CLO3
	Test	Test 1- Topic 1-4	20%	CLO1

Reading List	Recommended Text	<ul style="list-style-type: none"> • Goodwin, P & Wright, G, (2004). <i>Decision Analysis for Management Judgment.</i>, John Wiley & Sons, Ltd • Lussier, R.L. & Kimball, D., (2004). <i>Sport Management Principles Applications, Skill Development.</i> Thomson South-Western. • Clemen,R & Reily, T., (2001). <i>Making Hard Decision with Decision Tools.</i>, Duxbury • Francis, J.B. & Libby, L.R., (1992). <i>Management for Athletic/Sport Administration.</i> ESM Books Inc. • David, L., (1999). <i>Decision Making in Organizations.</i> Pitman. • Jennings, D.,& Wattam, S., <i>Decision Making: An Integrated Approach., 2nd ed.</i> Financial Times Management.
Article/Paper List	This Course does not have any article/paper resources	
Other References	This Course does not have any other resources	