

## Module description (syllabus): Teoria podejmowania decyzji

Module title:	<b>Teoria podejmowania decyzji</b>	<b>ECTS</b>	<b>5</b>
Module title translation:	Theory of decision-making		
Module for study direction:	<b>Erasmus</b>		

Module language: <b>angielski</b>		Study level: <b>2</b>	
Study cycle: <b>stacjonarne</b>	Module status: <b>kierunkowy - do wyboru</b>	Semester number: <b>3</b> <b>semestr zimowy</b>	
Academic Year from which module description is valid :		<b>2020/2021</b>	Catalogue number: <b>EKR-E-2S-3-30-KF-2020-ERA</b>

Person in charge of the module:	<b>dr inż. Monika Gębska</b>		
Teachers responsible for classes:	<b>Monika Gębska</b>		
Unit responsible for the module:	<b>Instytut Zarządzania</b>		
Faculty in charge:	<b>Wydział Ekonomiczny</b>		
Objectives of the module:	<p>a.introduction to the problems of theory of decisions, b.introduction to the psychology of decision making, c.introduction to the tools used in the aiding of the process of decision-making.</p> <p><b>Lectures</b> The method of theory. Decision and stages of decision-making process. Classification and types of decisions. Introduction of basic notions from the theory of decision-making - continued Problem and problematic situation. Classification and types of problems. Multidimensionality of decision effects. Problems and decisions on various stages of organizational life. Psychology of decision-making. Value system and decisions, aspirations and decisions, subjective assessment of risk and probability. Psychological traps of decision-making. Rational techniques of problem solving. Creative problem solution - heuristics and heuristic techniques helpful on various stages of decision-making. Advantages and disadvantages of individual and group decision making process. Decision game. Decision making group. Selecting a team for a task. Life curve of a team. Testing of personality and climate testing. Styles and rules of decision making process. Traditional and modern techniques of decision making.</p> <p><b>Classes</b> Individual work: preparation and presenting of papers (decision monographs), case study, group solution of problems, participation in games and demonstrations.</p>		
Teaching forms and number of hours:	a. lectures - no of hours: full time study: 30, part-time study. 0		
Teaching methods:	discussion, problem solving, source texts analysis, consultation with the lecturer, case study, individual student projects		
Initial requirements and formal prerequisites:	Basic Management and Economic Analysis		
Learning outcomes:	<p><b>Knowledge - knows and understands:</b> 01-knows the styles, methods and techniques of making decisions 02-knows and understands the influence of psychology on decision making</p>	<p><b>Skills - can:</b> 03-is able to choose and apply the styles, methods and techniques of making decisions 04-is able to analyse a problem and explain the results</p>	<p><b>Competences - is ready for:</b> 05- he is ready to acquire data from enterprises 06 - is ready to undertake effective cooperation with enterprises</p>
Assessment methods:	oral exam (efekty: 1,2,3,4), evaluation of the work done as part of the student's own work (effects: 1,2,3,4), assessment of the project work (effects: 3,4,5,6,), assessment of activities during classes (effects: 1,2,3,4,)		
Formal documentation of the learning outcome:	evaluation forms (in that on attendance list), set of questions, individual student's projects, the presentation		
Elements of the final grade and their weights:	oral exam - 50%, evaluation of the work done as part of the student's own work - 10%, assessment of the project work - 30%, assessment of activities during classes - 10%		
Place of teaching:	lecture room		

Teaching materials (obligatory and additional):

1. Heath C., Heath D. 2013. How to make better choices in life and work. Published by Crown Business, New York
2. Snyder R. 2019. Decisive Intuition: Use Your Gut Instincts to Make Smart Business Decisions. Published by Career Press
3. Ariely D. 2010. Predictably Irrational, Revised and Expanded Edition: The Hidden Forces That Shape Our Decisions. Perennial
4. Kahneman D. 2011. Thinking, Fast and Slow. Published by Farrar, Straus and Giroux
5. Edoardo Binda Zane. 2016. Effective Decision-Making: How To Make Better Decisions Under Uncertainty And Pressure. Published by CreateSpace Independent Publishing Platform
6. Hirokawa R.Y., Poole M.S. 2012. Communication and Group Decision Making. Published by SAGE Publications, Inc.
7. Harvard Business Essentials. 2006. Decision Making: 5 Steps to Better Results. Published by Harvard Business Review Press

Remarks:  
lw

**Quantitative indicators describing the module:**

Estimated total number of student work hours (contact and own work) necessary to achieve the learning outcomes assumed for the module - on this basis, complete the ECTS field:	<b>110/0</b>
The total number of ECTS points which the student receives in module requiring direct participation of academic teachers or other persons:	<b>1.4/0 ECTS</b>

**Table of compliance of the directional learning outcomes with the effects of the module**

Outcome category	Learning outcomes for module:	Reference to effects for the study program for the direction of study	The impact of classes on the directional effect*)
Knowledge	01-knows the styles, methods and techniques of making decisions	EK2_KW03	3
	02-knows and understands the influence of psychology on decision making	EK2_KW05	3
Skills	03-is able to choose and apply the styles, methods and techniques of making decisions	EK2_KU01	3
	04-is able to analyse a problem and explain the results	EK2_KU02	3
Competences	05- he is ready to acquire data from enterprises	EK2_KK01	3
	06 - is ready to undertake effective cooperation with enterprises	EK2_KK02	3

\*) 3 - advanced and detailed, 2 - significant, 1 - basic