

NAME OF THE COURSE		MANAGERIAL DECISION MAKING			
Code	ECMA01	Year of study	II.		
Course teacher	Ivana Bulog, full professor Ivan Matic, associate full professor	Credits (ECTS)	4		
Associate teachers	Zvonimir Kuliš, assistant professor	Type of instruction (number of hours)	L	S	E
			26		13
Status of the course	Optional	Percentage of application of e-learning	30%		
COURSE DESCRIPTION					
Course objectives	To provide students better understanding and applied knowledge of how people make decisions which will enable them to develop skills necessary for active dealing with the complex business problems and effective decision making in business.				
Course enrolment requirements and entry competences required for the course	Entry requirements are defined by the Statute of the Faculty of Economics and Study Regulations				
Learning outcomes expected at the level of the course (4 to 10 learning outcomes)	<p>The learning outcome of the course is: Recognize and use specific decision-making models, concepts and principles.</p> <p>Individual learning outcomes are:</p> <ol style="list-style-type: none"> 1. Recognize and distinguish the basic concepts and principles related to the concept of managerial decision-making 2. Recognize and use appropriate methods and techniques for making managerial decisions 3. Apply the acquired knowledge for solving practical problems - suggesting decision making styles and decision-making processes for specific business situations. 4. Analyse and interpret the concrete examples from the managerial decision-making the practice. 				
Course content broken down in detail by weekly class schedule (syllabus)	Lectures		Seminars		
	The concept of managerial decision making	2	Defining individual / group tasks (assignments)	1	
	Decision types	2	Case study	1	
	Decision-making styles	2	Video content analysis	1	
	Managerial decision making process	2	Case study/Class discussion	1	

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	Psychological aspects of managerial decision making	2	Video content analysis	1
	Intuition and decision making	2	Article analysis	1
	Contemporary decision-making approach	2	Video content analysis	1
	Image Theory	2	Article analysis	1
	Decision making under risk and uncertainty	2	Practical tasks	1
	Individual and group decision making	2	Case study/Class discussion	1
	Group decision making techniques	2	Practical exercise-Six hats technique on concrete example	1
	Ethics in managerial decision making	2	Case study/Class discussion	1
	Decision-making pitfalls	2	Presentations of individual or group tasks	1
Format of instruction	x <u>lectures</u> x <u>seminars</u> x <u>exercises</u> <input type="checkbox"/> <i>on line</i> in entirety x <u>partial e-learning</u> <input type="checkbox"/> field work		x <u>independent assignments</u> x <u>analysis of video materials</u> <input type="checkbox"/> laboratory <input type="checkbox"/> work with mentor X <u>self-evaluation quizzes</u>	
Student responsibilities	It is recommended that students participate in classes and assignments. Attendance, attitude and preparation are important. When evaluating students' participation, the emphasis is on the class discussion, preparation of individual or group assignments. Students are expected to be willing to study and learn, being ready to answer or ask questions, and actively listen to the professor and other class members. The condition for attaining a signature, which is also a condition for taking the exam, is 50% of class's attendance.			
Screening student work (<i>name the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the ECTS</i>)	Class attendance	1	Research	Practical training
	Experimental work		Report	Individual or group assignments (Case Studies, vide materials and other)
				0.5

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<i>value of the course)</i>	Essay		Seminar essay (individual or group presentation of study material)	0.5	(Other)	
	Tests	2	Oral exam		(Other)	
	Written/oral exam	3	Project		(Other)	
Grading and evaluating student work in class and at the final exam	<p>During the semester, two written or oral tests of knowledge will be held that bring 70% of the total final grade.</p> <p>Appropriate grades for written knowledge tests:</p> <p>0-49 - inadequate (1) 50-65 - sufficient (2) 66-75 - good (3) 76-85 - very good (4) 86-100 - excellent (5)</p> <p>Most lectures include an in-class case studies /exercises, analysis of video materials or articles, individual or group presentation of study material. These class activities are worth 30% of the final grade.</p> <p>The final grade is formed as a sum:</p> <ol style="list-style-type: none"> 1) average grade obtained through two written or oral tests multiplied by an indicator weight of 0.7. and 2) average grade obtained through case studies /exercise or presentations of individual/group assignments multiplied by an indicator weight of 0.3. <p>A student who successfully passes both tests and in other form of grading achieves positive evaluation is considered to have passed the exam. Otherwise he/she takes the written or oral exam.</p>					
Required literature (available in the library and via other media)	Title			Number of copies in the library	Availability via other media	
	Yi-Lin, J., Forrest J., Kurt, N., Sifeng Liu, S. (2020): Managerial Decision Making, A Holistic Approach, Springer				https://ug1lib.org/book/5260893/233aab	
	Teaching materials (handouts, supplemental materials) will be posted on course web site on the Moodle					
	Schermmerhorn, R.J., Bazerman, H.M., Managerial Decision Making for Keller Graduate School of Management, John Wiley & Sons Inc., 2003.					

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Optional literature (at the time of submission of study programme proposal)	<i>Books:</i>		
	Monahan, K. (2018). How Behavioral Economics Influences Management Decision-Making: A New Paradigm, Elsevier Science		
	Schermerhorn, R.J., Bazerman, H.M. (2003). Managerial Decision Making for Keller Graduate School of Management, John Wiley & Sons Inc.		
	Bridge, ByJ. and Dodds, J. C. (2018). Managerial Decision Making, Routledge.		
	<i>Articles:</i>		
Abatecola, G., Caputo, A. and Cristofaro, M. (2018), "Reviewing cognitive distortions in managerial decision making: Toward an integrative co-evolutionary framework", Journal of Management Development, Vol. 37 No. 5, pp. 409-424. https://doi.org/10.1108/JMD-08-2017-0263			
Kunigami M., Kikuchi T., Takahashi H., Terano T. (2020) A Formal, Descriptive Model for the Business Case of Managerial Decision-Making. In: Jezic G., Chen-Burger J., Kusek M., Sperka R., Howlett R., Jain L. (eds) Agents and Multi-Agent Systems: Technologies and Applications 2020. Smart Innovation, Systems and Technologies, vol 186. Springer, Singapore. https://doi.org/10.1007/978-981-15-5764-4_33			
Calabretta, Giulia et al. (2017). The Interplay between Intuition and Rationality in Strategic Decision Making: A Paradox Perspective. Organization Studies, 38, pp. 365 - 401.			
Abdul-Rasheed Amidu, David Boyd & Fernand Gobet (2019) A Study of the Interplay between Intuition and Rationality in Valuation Decision Making, Journal of Property Research, 36:4, 387-418, DOI: 10.1080/09599916.2019.1687572			
<i>Internet sources:</i>			
www.ted.com/			
www.poslovni.hr			

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	www.liderpress.hr
Quality assurance methods that ensure the acquisition of exit competences	Students' feedback via questionnaires. The evaluation by the head of the postgraduate professional study and the vice-dean of education. External evaluation is conducted by independent external experts.
Other (as the proposer wishes to add)	

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