



BUSINESS MANAGEMENT

LAP 8—Chapter 8 Decision-Making Skills

Name _____

Period _____

Date Started _____

Date Completed _____

DoDEA Standards

- ♦PT2a Engage in higher order thinking and will apply problem-solving strategies in purposeful ways, both in situations where the problem and desirable solutions are clearly evident and in situations requiring a creative approach to achieve an outcome.
- ♦PT3a Communicate ideas to justify position, persuade and convince others, and responsibly challenge existing procedures and policies.
- ♦PT3c Incorporate appropriate leadership and supervision techniques, customer-service strategies, and standards of personal ethics to communicate effectively.
- ♦PT4b Evaluate information critically and completely.
- ♦PT4c Use information accurately and creatively.

Objectives

- ♦ Explain the differences between intuitive and rational decision making.
- ♦ List various factors, conditions, risks, and values affecting decision making.
- ♦ Describe the advantages and disadvantages of group decision making.
- ♦ Name the different ways managers go about making decisions.
- ♦ Discuss how to make creative and effective decisions.

Resource Text: Business Management
Student Workbook and materials for above
Chapter 8, Decision-Making Skills

Time Frame 9 hours

Introduction

In Lap 8, you will learn the two basic ways to make decisions, the six steps to rational decision making, how corporate culture influences decision making, two value systems that play a part in decision making, the principles of team decision making, the five types of management decision styles, how managers make creative decisions, how to encourage creativity through brainstorming, brainwriting, and wish lists, the six stages of the Meyers model of creative decision making, and the four barriers to effective decision making.

Assignments

Where appropriate and possible, written answers must be in complete sentences and keyed. Turn in completed activities as directed by instructor.

_____ Text: Read p. 179, Management Talk, and the workplace connections section and complete the questions for Analyzing Management Skills and Applying Management Skills on a separate sheet of paper.

_____ Text: Read Section 8.1, pages 180-190, What is Decision Making?

_____ Text: Management Careers in Focus (Magazine Editor), p. 185. Read and key answers to critical thinking questions.

_____ Text: p. 190, Section 8.1 Assessment: Key answers to critical thinking questions and case analysis.

_____ Text: Read Section 8.2, pages 191-197, Making Effective Decisions. Remember to key answers to the BusinessWeek Management Model critical thinking and decision making on page 191.

_____ Text: Section 8.2 Assessment, p. 197. Key answers to critical thinking questions and the case analysis.

_____ Workbook: Complete Chapter 8, pages 111 through 113 and 118-119.

_____ Internet Extension (The Dot Com Epoch) pages 35-36: Reminder: All DoDEA and School Internet Contract Rules apply to all assignments done on the Internet. Complete all questions.

_____ Text: Chapter 8 Assessment, p. 199, Applying Management Principles. Prepare a memo as directed.

_____ Internet Text Activity: BusinessWeek Online, page 199. Complete as directed. Find information on flight simulation and prepare a brief summary of it making sure you reference the article, date, and exact title. (You will not be presenting to the class).

_____ Workbook: Complete Chapter 8 Spreadsheet Application, pages 124-125-126. Follow directions carefully and fill in your interpretation of your results and conclusions.

_____ Workbook: Chapter 8 Self-Assessment: Using the text, complete self-assessment, pages 120 through 123.

_____ **See the instructor for the Chapter 8 Test.**

Self Assessment - "I/I can . . . "

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_____ Describe the advantages and disadvantages of group decision making.

_____ Name the different ways managers go about making decisions.

_____ Discuss how to make creative and effective decisions.