

# MGT3205 Decision Making

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**Code**

MGT3205

**Title**

Decision Making

**Prerequisites**

MGT3001

**Credits**

3

**Description**

The course focuses on ideas that can be used in business to understand decisions generally. The curriculum includes the concepts of rational choice, identity, appropriateness, and history-dependent rules. The course also explores how decisions are made in the face of inconsistency in preferences or identities. Prospects for decision engineering are also explored in detail.

**Outcomes**

Knowledge and understanding Understand the base or core concepts of the key theories of decision making Learn the fundamentals of how to analyze decision making by using established specific tools Build a basic framework to allow differentiation of ‘good’ decision making approaches from ‘bad’ from a range of ethical viewpoints; How to apply all of the above in the context of Kazakhstan Applying knowledge and understanding Develop a thought framework regarding the field of decision making which allows issues to be addressed strategically and critically Apply this framework to understand cases specific to the class, in their wider learning experience and in their current and future personal and professional life Making judgment Analyze cases Write business documents based on analysis of main issues, business problems and provide ideas and solutions for solving cases Communication skills Writing Non-verbal Presentation skills Listening Speaking And other skills (31 communication skills) Effectively listen and talk in networking situations Select the most appropriate form of communication medium for group presentation purpose Learning skills In addition to the knowledge base development indicated above, students will further develop the following generic skills as they proceed through the course: Written communication Interpersonal/team skills Problem solving/creativity Critical thinking skills Oral communication The core intent, however, is to give a context to students to provide them with basic practical support to develop their own decision making capacity.

**Assessment**

60 % -first and second assessments

40 % -final assessment