



Syllabus: Business Decision Making

Basic data of the subject			
Academic Unit:	Faculty of economic		
Course title:	Business Decision Making		
Program:	Business Administration		
Level:	Bachelor		
Course status:	Obligatory		
Study year:	II- semester III		
Number of hours per week:	2 + 2		
Credit value – ECTS:	5		
Time / location:	Semester winter		
Lecturer:	Prof. Ass.Dr.Demir LIMA		
Contact details:	demir.limaj@uni-prizren.com		
Course description:	The business decision-making course will focus on lectures on the basic concepts of business decision-making: the development of the science of decision-making, notions and definitions of decision-making and decision-making, decision-making theories, the decision-making process and stages, decision-making methods , deployment models and methods, deployment conditions and techniques, deployment information systems in business.		
Course objectives:	The course Business Decision Making takes place in the second year / third semester, in Bachelor studies in Business Administration. This course will provide students with knowledge on the decision-making process as well as quantitative and qualitative methods used by managers to increase the quality of decision-making in terms of different environments in which the business can operate. Knowledge on the concept of effective groups, conflict, personality, rationality of decisions will be deepened and some quantitative techniques combined with qualitative ones will be used to create an accurate systematic framework for decision making.		
Learning outcomes:	Students will develop the skills needed for successful decision making. They will analyze specific aspects that they will face during their career development and will gain the necessary skills in managing various decisions.		
Contribution on student load (must correspond with learning outcomes)			
Activity	Hours	Days/week	Total
Lectures	2	15	30
Exercise theoretical/laboratory	2	15	30



Practice work	5	2	10
Contact with lecturer/consultations	2	2	4
Field exercises	2	1	2
Mid-terms, seminars	1	15	15
Homework	1	15	15
Individual time spent studying (at the library or home)	1	1	1
Final preparation for the exam	2	5	10
Time spent in evaluation (tests, quiz, final exam)	3	1	3
Projects, presentations, etc.	1	5	5
Total			125 hours (5 ECTS)
Teaching methods :	The teaching methodology will consist of lecturing the course in a clear and understandable way through lectures, presentations, demonstrations and student assessment as well as in the analysis of relevant topics. The lecture will be presented according to the interactive method. Students have the opportunity to consult after the end of each lecture. Consultation and exam consultations are made after the physical results are tabulated of ads in the spotlight and via email.		
Evaluation methods:	Participation and activity per hour: 0-10 points ✓ The second colloquium 0-45 % ✓ Seminar workings 0-10% ✓ Final Examination 0-100%		
Literature			
Basic Literature:	Prof.Ass.Dr.Demir Lima, "Contemporary Decision Making" 2014 Prishtina. Prof. Dr. Vasilika KUME, "Managerial Decision Making" fourth edition, 2010 Tirana. Groebner & Shannon, “Introduction to Management Science” Prof. Dr. Justina Pula Shiroka, "Managerial Decision Making		
Additional Literature:	Business Decision Making, Streamlining the Process for More Effective Results. Jan 29, 2019 - Business & Economics - 158 pages Decision Making and Business Performance Publication Date: 2019		

Designed study plan:		
Week	Lectures	Exercises

<i>First week:</i>	Familiarity with the subject, as well as an overview of decision making?	Questions for discussions
<i>Second week:</i>	Diagnosis of thought systems Organizational systems. Thinking in systems. Diagnosis. The nature of the problems. Soft systems analysis. Hard systems analysis.	Army team
<i>Third week:</i>	Decision making process. Functions of the decision-making process. Decision making, an interrelated process. Decision making, a dynamic process.	Executive Decision Making at General Motors
<i>Fourth week:</i>	Models for decision making From superstition to science. Modeling in decision making. Classic modeling in decision	Lee and Li, Law Studio
<i>Fifth week:</i>	Group and decision making Group anatomy. Perspectives on group decision making. The "Yetton" and "Vroom" model in decision making.	Kingston Company
<i>Sixth week:</i>	Organizational dispute of decision making. Organizational structure and flow of information. Organizational structure and decision making. Management style and effectiveness of decisions. Conflict and decision making. Organizational policies and decision making. Organizational climate and culture	Travers Company
<i>Seventh week:</i>	Psychology of decision making Personality in decision making. Trial in conditions of uncertainty. Tendency to take risks. Precept mine in decision making. Values for decision making.	Decision Making Values
<i>Eighth week:</i>	Test 1/ Intermediate evaluation	
<i>Ninth week:</i>	Rational decision making Rational behavior versus irrational behavior. The concept of behavior maximization. The concept of behavioral satisfaction. Limited rationality. Pitfalls, escalation in decision making.	Captain Bligh and Leadership
<i>Tenth week:</i>	Ethics, chaos and creativity in decision making. A simple ethical example, "Chaos Theory" Creativity in decision making. Are you a good decision maker?	How does disaster change leadership goals?
<i>Eleventh week:</i>	Terms of decision making. Making decisions at risk. Making decisions in conditions of uncertainty. Decision making in conflict situations. Game theory.	Everest Mount 1996



<i>Twelfth week:</i>	Decision tree and information value. The decision tree. Include additional information in the decision tree. Utility assessment.	Final Mission in Columbia
<i>Thirteenth week:</i>	Decision making and management. Decision maker	Airbus vs. Boeing
<i>Fourteenth week:</i>	Decision making techniques	Exercises and problems
<i>Fifteenth week:</i>	Test II/ Intermediate evaluation	
Academic policies and rules of conduct:		
<p>Students must be conscientious and respect the rules of the institution. ○ Must respect the schedule of lectures, exercises and be attentive in class.</p> <p>They must have the ID card with them, when testing can not be done without having the ID card with them.</p> <p>When designing works, the student must adhere to the instructions given by the teacher. ○ The use of mobile phones is not allowed during test hours.</p>		