**IOP 3106 MANAGEMENT AND DECISION MAKING**

**Duration of the Course:** The course is 3 Credit Units providing 45 Contact Hours.

**Course Description:**

The course provides an opportunity to students to understand decision making in a wider sense as a way of improving decision making in practice. It begins from the premise that many decisions are almost reflex actions undertaken with little conscious thought and awareness of what is happening. The consequence is severe poor decisions.

**Course Objectives:** By the end of the course students should be able to:

1. Understand decision making in a wider sense as a way of improving decision making in practice.
2. Define decision making including models of decision making.
3. Explain features of decision making.
4. Identify situations that call for decision making.
5. Explain and use ethical methods for decision making.
6. Explain strategies to generate ideas and alternatives essential to decision making.
7. Demonstrate ways of improving the quality of decision making.

**Course Content:**

Overview of decision making and management; Diagnosis and systems thinking; The Psychology of decision making; Group decision making; Organizational decision making; Strategic decision making; Ethics in decision making; Chaos and decision making; and Improving the quality of decision making

**Teaching /Delivery methods**

Learning will be through: Lectures, Class presentations, and Independent study.

**Learning Outcomes**

**Assessment methods**

Coursework /assignment, Tests, Presentation skills /class discussions, Attendance and Examination CW =30%

Exam = 70%

**Learning Resources**

**Indicate reading**

1. Lawson, R. B. & Shen, Z. (1998). Organizational Psychology,: Foundations and Applications. Oxford University Press, New York.
2. Katz, D. & Kahn, R. L. (1978). The Social Psychology of Organizations (2nd Ed.)Wiley, New York.
3. Forsyth, D. R. (1987). Social Psychology, Brooks/Cole Publishing, California.
4. Kimble, C. E. (1990). Social Psychology: Studying Human Interaction, Wm.C. Brown Publishers.
5. Forsyth, D. R. (1995). Our Social World, Brooks/Cole Publishing, London.
6. Lippa, R. A. (1994) Introduction to Social Psychology, (2nd Ed.), Brooks/Cole Publishing, California.