

Planning and Managerial Decision Making (C6)

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Agenda

- 4 areas of decisions
- 6/8-step decision-making process
- Decision-making conditions



List of Managerial decisions

Planning

- What are the organization's long-term objectives?
- What strategies will best achieve those objectives?
- What should the organization's short-term objectives be?
- How difficult should individual goals be?

Organizing

- How many employees should I have report directly to me?
- How much centralization should there be in the organization?
- How should jobs be designed?
- When should the organization implement a different structure?

Leading

- How do I handle employees who appear to be low in motivation?
- What is the most effective leadership style in a given situation?
- How will a specific change affect worker productivity?
- When is the right time to stimulate conflict?

Controlling

- What activities in the organization need to be controlled?
- How should those activities be controlled?
- When is a performance deviation significant?
- What type of management information system should the organization have?



List of Your 1020 decisions

Planning

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Leading

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Organizing

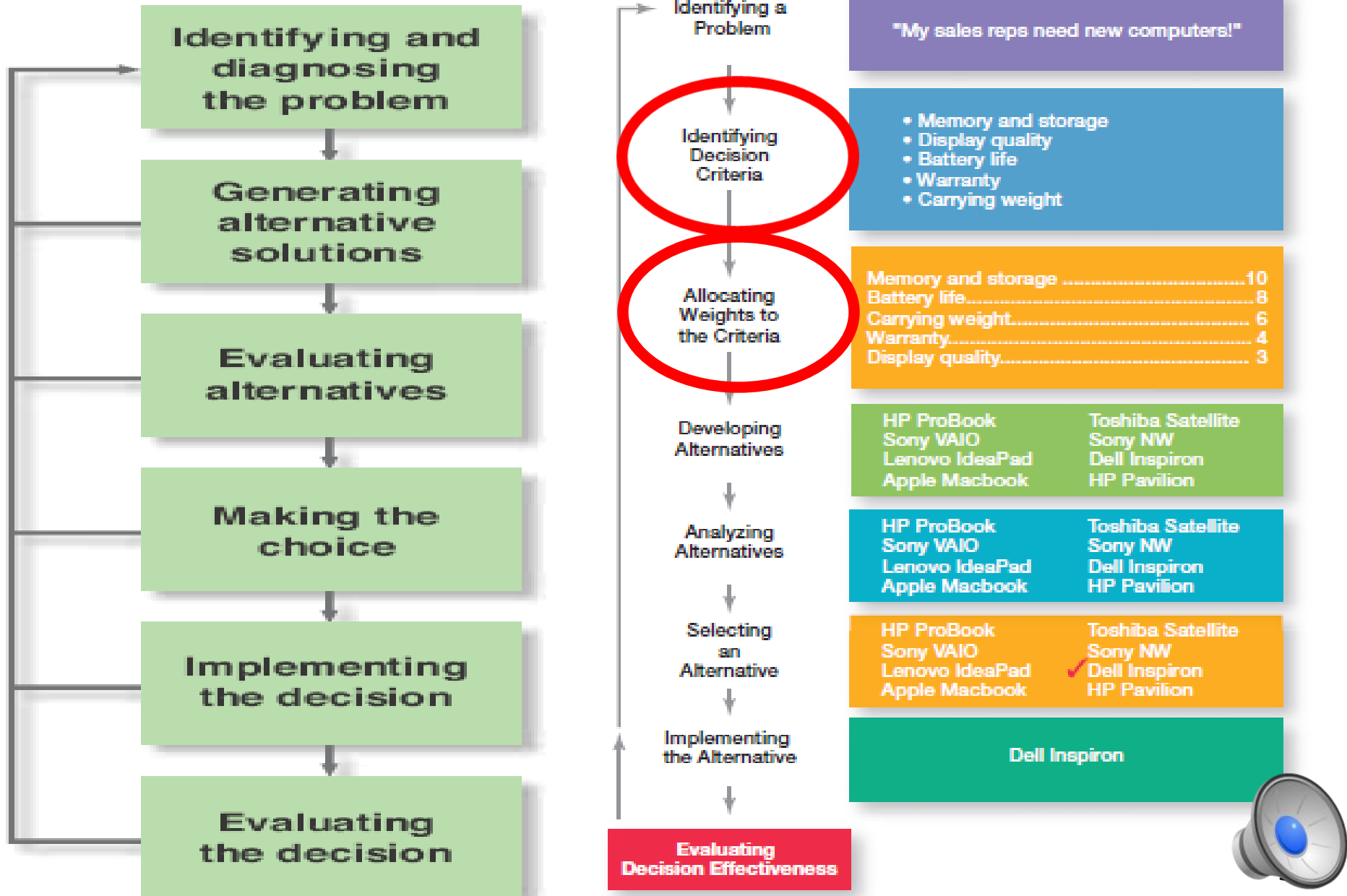
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Controlling

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The Decision-Making Process: 6 vs 8



In-class discussion

Identifying and
diagnosing
the problem

Problem: No girlfriend!

Generating
alternative
solutions

Alternatives:

Evaluating
alternatives

Evaluating alternatives:

Making the
choice

Choice decision

Implementing
the decision

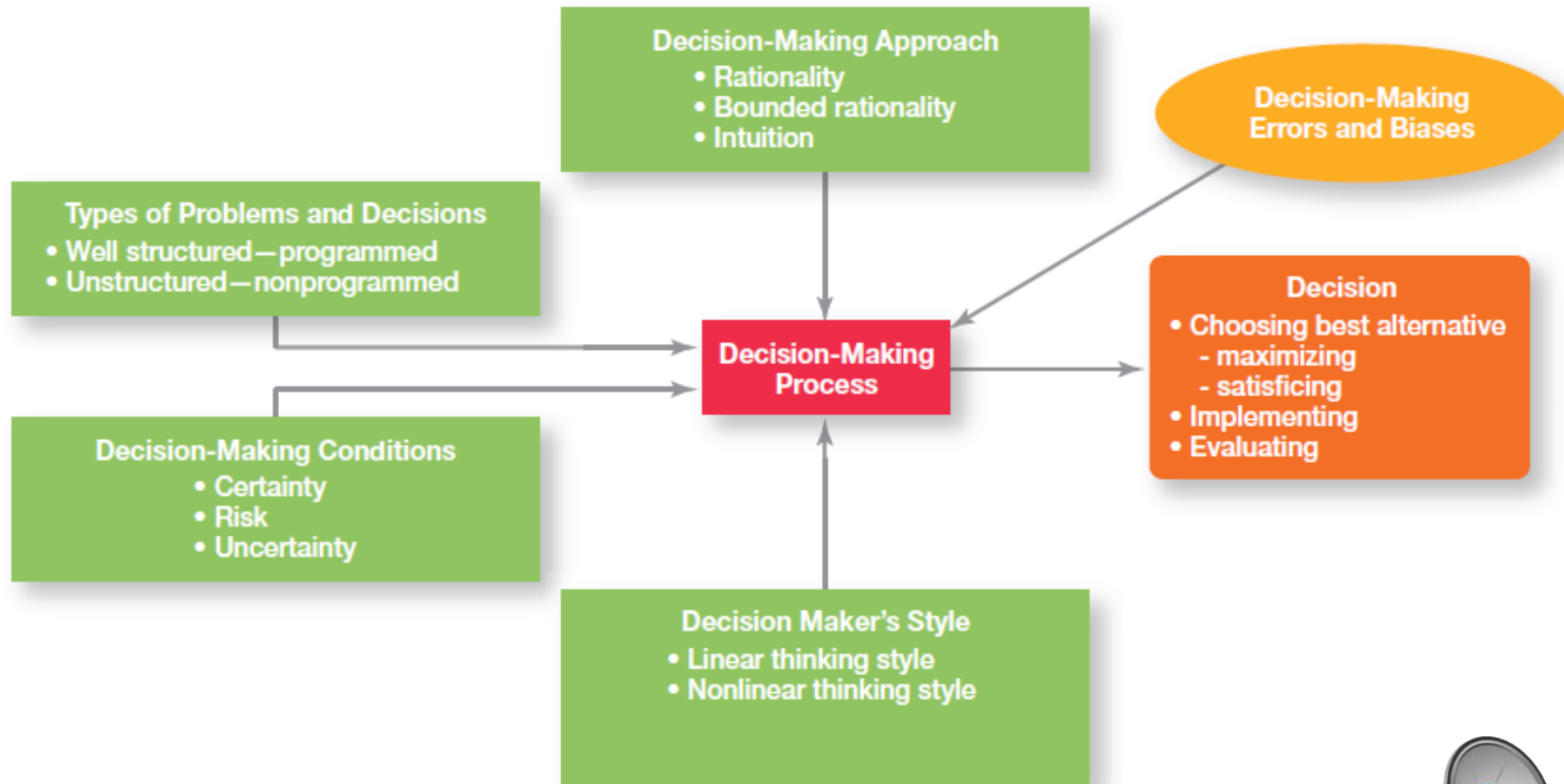
How do you implement?

Evaluating
the decision

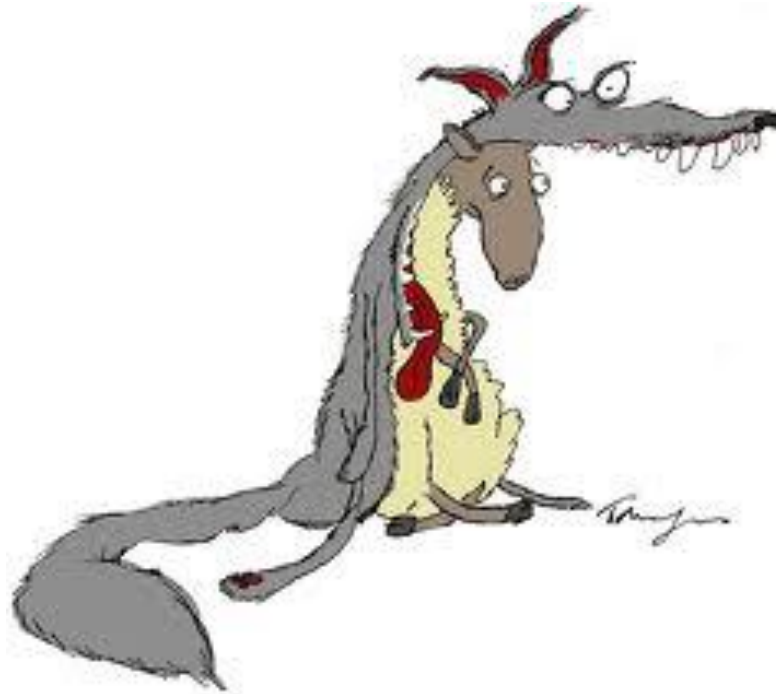
Evaluation



Exhibit 6.12: Overview of Managerial Decision Making



Can a sheep be in wolf's clothing?



Sally and Tom

