



- * Level 1: Tutorial support sessions, materials and exams in this language
- * **Level 2: Tutorial support sessions, materials, exams and seminars in this language**
- * Level 3: Tutorial support sessions, materials, exams, seminars and regular lectures in this language

Faculty of Business Economics Academic Year 2019/2020	
1. COURSE BASIC INFORMATION	
COURSE NAME: BUSINESS DECISION MAKING	CODE: 5.01.02.E053
LANGUAGE: english	LEVEL: 2
YEAR: 3 rd	SEMESTER: 6 (sixth)
	ECTS CREDITS: 5
2. LECTURER BASIC INFORMATION:	
NAME: Tanja Gavrić	
e-mail: tanja.gavric@unvi.edu.ba	
LANGUAGE: english	LEVEL: 2
Course goals:	To introduce students with the importance and role of business decision making. Business decision making is an integral part of everyday managerial work, by that students need to be able to successfully and qualitatively make business decisions.
Competencies/learning outcomes	Ability to make decisions about business decision making and taking into consideration various alternatives as well as the expected results and consequences of each taken decision.
Skills	Ability to choose parameters for business decision making and application of various techniques in different environmental conditions.
Content description:	1. INTRODUCTION TO THE CONCEPT AND SIGNIFICANCE OF BUSINESS DECISION MAKING 2. MANAGEMENT FUNCTIONS AND BUSINESS DECISION 3. INFORMATION FOR DECISION-MAKING 4. STYLES AND METHODS OF DECISION MAKING 5. INDIVIDUAL AND GROUP DECISION MAKING 6. TERMS OF DECISION MAKING 7. AUTOCRATIC AND DEMOCRATIC STYL OF DECION MAKING 8. EFFICIENCY OF BUSINESS DECISION 9. TECHNIQUES OF DECION MAKING IN DIFFERENT CONDITIONS 10. CONSEQUENCES AND RESPONSIBILITY IN BUSINESS DECISION
Teaching methodology	
Lectures are held in forms: ex cathedra, discussion, guest lecturer. Practical classes of the course include group and individual case study, discussion	
Assessment methodology	
a) Full time students	b) Part-time students
1. WrittenTest 1 (the first 50% of the content)30 points	1. WrittenTest 1 (the first 50% of the content)30 points
2. Written Test 2 (other 50% of the contenst).....30 points	2. Written Test 2 (other 50% of the contenst).....30 points
3. Lecture and practical classes (attendance and activity).....20 points	3. Case study/Seminar paper.....30 points
4. Practical classes (case study/presentaton).....20 points	4. Presentation of activity 3.....5 points
Total :.....100 points	5. Attendance at one of the lectures.....5 points
	Total :.....100 points

NOTE: To achieve the final grade, the student needs to obtain a minimum of 30 points (cumulative for test 1 and test 2, and a minimum of 10 points for one of the tests) in order to add points from other activities. To pass the course, the student needs to obtain 55 points.

BOOKLIST

Basic:

1. Harvard business review on decision making (2001). Harvard Business School Publishing Corporation
2. Kahneman, D., & Charan, R. (2013). HBR's 10 Must Reads on Making Smart Decisions (with featured article" Before You Make That Big Decision..." by Daniel Kahneman, Dan Lovallo, and Olivier Sibony). Harvard Business Press.

Recommended reading:

3. Albright, S. C., & Winston, W. L. (2014). *Business analytics: Data analysis & decision making*. Nelson Education.Sixth Edition.
4. Ferrell, O. C., & Fraedrich, J. (2015). *Business ethics: Ethical decision making & cases*. Nelson Education.Eighth Edition.