

Institute of Engineering JIWAJI UNIVERSITY



Presentation On DECISION MAKING UNIT-III BE 8sem (EL-8103) Electronics

Submitted By
Swati Dixit
Electronics Dept.

CONTENT

➤ INTRODUCTION

➤ DEFINITION

- Decision
- Decision Making


➤ SCHOLARS STATEMENT

CONTENT

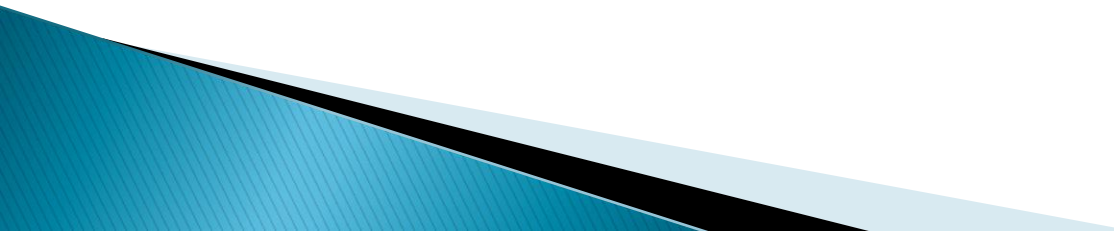
➤ DESCRIPTION

➤ CHARACTERISTICS

INTRODUCTION

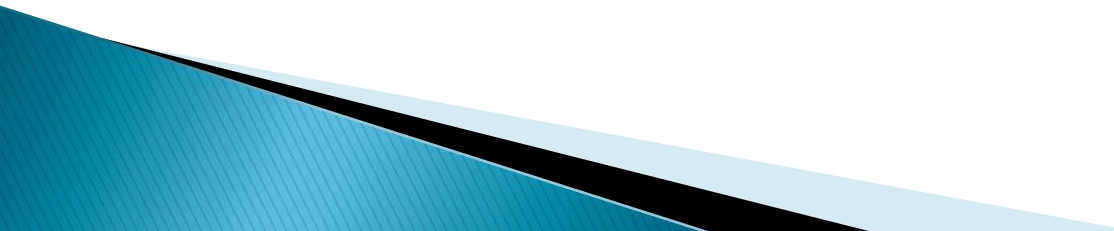
- Managers have to take decision all the times.
 - They spend a great time in making decisions.
 - On the number and importance of their decisions.
- 

INTRODUCTION

- ▶ Because of the stress and conflict involved,
 - ▶ Many managers are reluctant to make decisions.
- 

DEFINITION

DECISION MAKING

- Decision making is the process
 - Thought and deliberation that leads to decision.
- 

DECISION MAKING

- Decision making is the mental process of selecting,
- A course of action from a set of alternatives.

SCHOLARS STATEMENT

“Decision making is the selection based on some criteria from two or more possible alternatives.” —George R. Terry

SCHOLARS STATEMENT

“Decision making is the focal creative psychic event where knowledge, thoughts, feelings and imaginations are fixed into action.” —G.L.S. Shackle

SCHOLARS STATEMENT

“Decision making can be defined as the selection based on some criteria of one behaviour alternative from two or more possible alternatives. To decide means “to cut off” or in practical, content, “come to conclusion.” —R.S. Davar

SCHOLARS STATEMENT

DECISION

Decision is the selection from among alternatives of a course of actions.” -
Koontz & O'Donnel

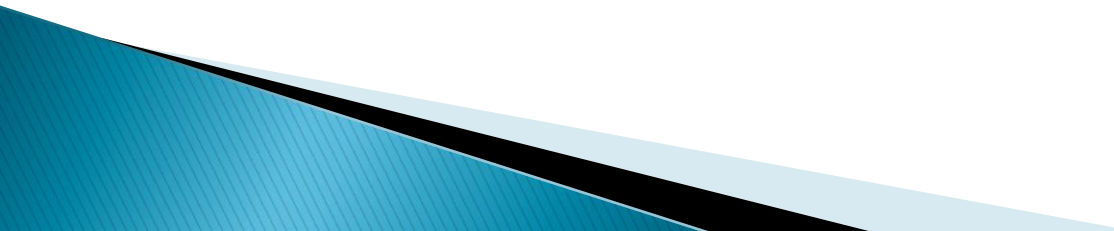
DEFINITION

DECISION

“A Decision is the act of choice wherein an executive forms a conclusion about what must be done in a given situation. A decision represents behaviour chosen from a number of possible alternatives.” —D.E. Mc Farland

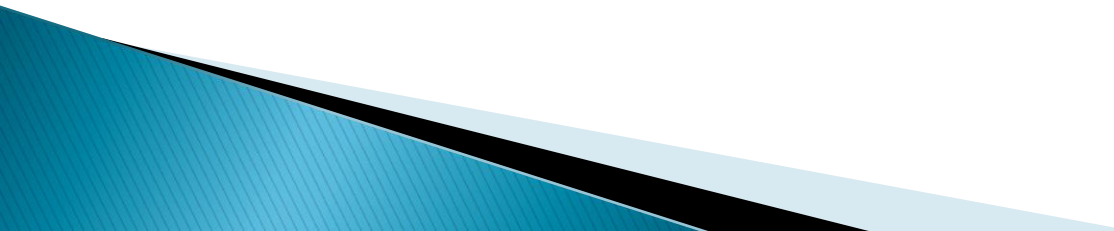
DESCRIPTION

DECISION

- ▶ A decision is a course of action or inaction selected
 - ▶ To meet the requirements of a solution (i.e., problem).
- 

DESCRIPTION

DECISION

- ▶ Decision conceived as a conclusion that a manager has reached,
 - ▶ So as to know what he (or others) should do in future (or later on).
- 


DESCRIPTION

DECISION MAKING

- ▶ Decision making is an intellectual activity,
- ▶ Because it calls for both judgement and imagination,
- ▶ To select one from among many alternatives.

CHARACTERISTICS

RATIONAL THINKING


- It is invariably based on rational thinking.
 - Since the human brain with its ability to learn, remember and
 - Relate many complex factors, makes the rationality possible.
- 

CHARACTERISTICS

PROCESS

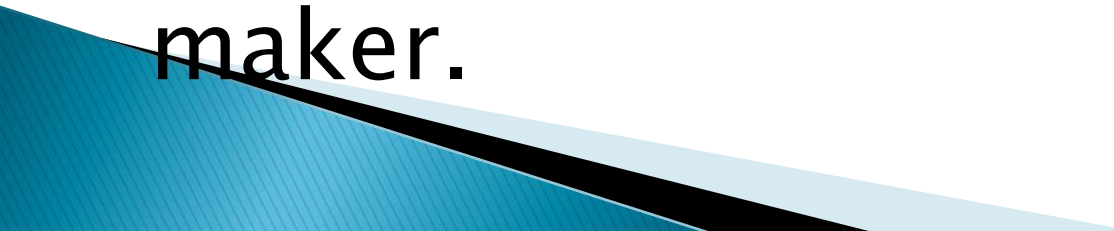
- It is the process followed by deliberations and reasoning.

SELECTIVE

- It is selective, i.e. it is the choice of the best course among alternatives.
- 


CHARACTERISTICS

SELECTIVE

- In other words, decision involves selection of the best course
 - Among the available alternative courses
 - That are identified by the decision-maker.
- 


CHARACTERISTICS

PURPOSIVE

- It is usually purposive i.e. it relates to the end.
 - The solution to a problem provides
 - An effective means to the desired goal or end.
- 


CHARACTERISTICS

POSITIVE

- Although every decision is usually positive,
 - Sometimes certain decisions may be negative,
 - And may just be a decision not to decide.
- 


CHARACTERISTICS

EVALUATION

- Decision-making involves evaluation in two ways;
 - The executive must evaluate the alternatives,
 - He should evaluate the results of the decisions taken by him.
- 


CHARACTERISTICS

COMMITMENT

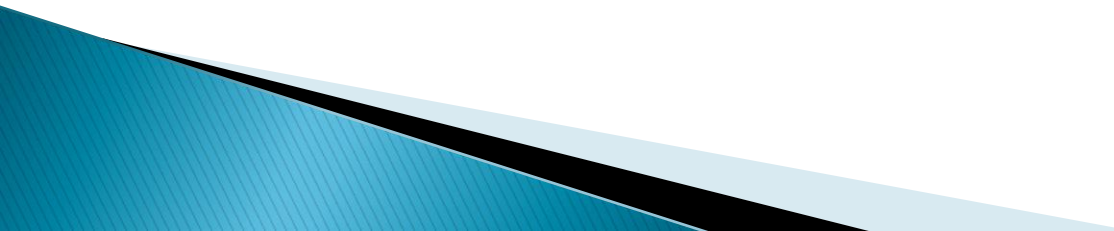
- Every decision is based on the concept of commitment.
 - The Management is committed to every decision it takes for two reasons–
- 

CHARACTERISTICS

COMMITMENT

- It promotes the stability of the concern and
 - Every decision taken becomes a part of the expectations
 - Of the people involved in the organization.
- 

CHARACTERISTICS

- The Manager is committed to decisions not only from the time,
 - That they are taken but upto their successfully implementation.
- 

THANK YOU