



# BUSINESS MANAGEMENT

## LAP 8.2—Chapter 8.2 Decision-Making Skills Making Effective Decisions

Name \_\_\_\_\_

Period \_\_\_\_\_

Date Started \_\_\_\_\_

Date Completed \_\_\_\_\_

### DoDEA Standards

- ♦PT2a Engage in higher order thinking and will apply problem-solving strategies in purposeful ways, both in situations where the problem and desirable solutions are clearly evident and in situations requiring a creative approach to achieve an outcome.
- ♦PT3a Communicate ideas to justify position, persuade and convince others, and responsibly challenge existing procedures and policies.
- ♦PT3c Incorporate appropriate leadership and supervision techniques, customer-service strategies, and standards of personal ethics to communicate effectively.
- ♦PT4b Evaluate information critically and completely.
- ♦PT4c Use information accurately and creatively.

### Objectives

- ♦ Explain the differences between intuitive and rational decision making.
- ♦ List various factors, conditions, risks, and values affecting decision making.
- ♦ Describe the advantages and disadvantages of group decision making.
- ♦ Name the different ways managers go about making decisions.
- ♦ Discuss how to make creative and effective decisions.

**Resource** Text: Business Management  
 Student Workbook and materials for above  
 Chapter 8, Decision-Making Skills (8.2—Making Effective Decisions)

**Time Frame** 5 hours

### Introduction

In Lap 8, Part 8.2, you will learn how managers make creative decisions, how to encourage creativity through brainstorming, brainwriting, and wish lists, the six stages of the Meyers model of creative decision making, and the four barriers to effective decision making.

### Assignments

**Where appropriate and possible, written answers must be in complete sentences and keyed.  
 Turn in completed activities as directed by instructor.**

\_\_\_\_\_ Text: Read Section 8.2, pages 191-197, Making Effective Decisions. Remember to key answers to the BusinessWeek Management Model critical thinking and decision making on page 191.

\_\_\_\_\_ Text: Section 8.2 Assessment, p. 197. Key answers to critical thinking questions and the case analysis.

- \_\_\_\_\_ Workbook: Complete Chapter 8 Review, pages 111-113 and 118-119.
- \_\_\_\_\_ Internet Extension (The Dot Com Epoch) pages 35-36: Reminder: All DoDEA and School Internet Contract Rules apply to all assignments done on the Internet. Complete all questions.
- \_\_\_\_\_ Text: Chapter 8 Assessment, p. 199, Applying Management Principles. Prepare a memo as directed.
- \_\_\_\_\_ Internet Text Activity: BusinessWeek Online, page 199. Complete as directed. Find information on flight simulation and prepare a brief summary of it making sure you reference the article, date, and exact title. (You will not be presenting to the class).
- \_\_\_\_\_ Workbook: Complete Chapter 8 Spreadsheet Application, pages 124-126. Follow directions carefully and fill in your interpretation of your results and conclusions.
- \_\_\_\_\_ Workbook: Chapter 8 Self-Assessment: Using the text, complete self-assessment, pages 120-123.
- \_\_\_\_\_ **See the instructor for the Chapter 8 Test.**

**Self Assessment - "I/I can . . ."**

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