

Course title	Managerial Decision Making Exercises						ECTS code	4.0.2406				
							ECTS credits	5				
							max. students	28				
Name of unit administrating study	KMakr	Field of study	Economics/MSG**	Field of specialisation	NONE;							
Teaching staff	Przemysław Kulawczuk, Associate Professor											
Number of hours												
Lectures	0	Classes	30	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności						Year&Type of studies*	3 SS1,					
Hours with the participation of the academic teacher (including office hours, exams, others):						Semester:	5,					
Hours without the participation of the academic teacher (student's self-study, homeworks):						Type of course:	optional					
Total number of hours:						0	Language of instruction:	English				
Teaching form	in-class learning Faculty of Economics Building											
Teaching methods	Activating methods in training classes, Discussion, questioning, Collaborating, group activities, Case studies,											
Prerequisites (required courses and introductory requirements)												
Required courses	Basic course on management or business administration is welcome.											
Introductory requirements	General knowledge on the main fields of management / business administration is required. Openess and creativity to solving business problems is welcome. Students are kindly encouraged to bring their laptops, tablets, smartphones for classes beacue we will need to use them for on-line collection of information for decision making processes. This course will also teach you how to use internet to make fast and effective business decisions.											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	The fundamental criteria of assessment include two groups of elements: a) active participation and contribution to exercises, group work, small projects, decision making exercises, decision preparations and other forms of building skills and knowledge on managerial decisions making - 50% of available b) quality of presentations and small projects - 50% of available points, measured by: application of professional managerial approach 1/4, creativity and innovation approach, respecting corporate social responsibility 1/4, high prospects for good results and good efforts / outcomes ratio 1/4.											
Course objectives												
The course main aim to build skills and knowledge in making effective managerial decisions using experiences and practices of management, psychology, sociology, culture and in the spirit of corporate social responsibility. The course graduate will be a mature decision making specialist who can properly assess the situation, define the problem, design possible solutions, make the right choice and effectively implement the decision in the business life.												
Learning outcomes												
Knowledge	MSG1_W09	The student gains the enlarged knowledge on managerial decisions process including international markets										
	E1_W11	The student gains knowledge in managerial decisions process, including different business situations and fields of business admionistration										
Verification of learning outcomes - Knowledge												
Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project	
MSG1_W09						X	X	X	X			

E1_W11						X	X	X	X		
Skills	MSG1_U04	The student gains skills in using knowledge in managerial decision making including international business environment									
	E1_U07	The student gains the ability to design reasonable business propositions to solve problems in different fields of business management									
Verification of learning outcomes - Skills											
Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_U04						X	X	X	X		
E1_U07						X	X	X	X		
Attitudes	MSG1_K06	The student is able to is ready to be guided in his/her professional life by business ethics and corporate social responsibility									
	E1_K05	The student can set up priorities and plan project tasks as well as monitor and correct the project progress and sove existing dilemmas									
Verification of learning outcomes - Attitudes											
Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_K06						X	X	X	X		
E1_K05						X	X	X	X		
Course contents											
<p>2 introductory lectures followed by short exercises, 12 classes, each class will start from short introductory lecture 15-20 min which will remind the basic concepts in the given field of management, and following practical exercises, conducted in international students' teams on different elements of decision making process. The exercises will be completed by short presentations and discussions.</p> <p>Design of classes: each class will start from</p> <ol style="list-style-type: none"> 1. Rational model of managerial decision making - lecture and short exercise 2. Behavioral models of making business decisions - lecture and short exercise 3. Business field for start up choice - exercise on decisions preparation 4. Equal employment - managerial exercise 5. Customers' complaints solutions - managerial exercise 6. Suppliers' treatment exercise 7. Environmental disaster - crisis behavior exercise 8. Market entry dilemmas - assessment of decisions' alternatives 9. Customers' boycott - criis management exercise 10. Merger of two companies - managerial game 11. Theft of intellectual property by Far Distance Competitor - strategy preparation 12. Technology damage and employees' mobilization - crisis management exercise 13. Motivating employees - overcoming high employment turnover - planning exercise 14. Participatory management - preparation of decisions involving employees in the management process 											
Recommended reading lists											
<p>A. Fundamental (basic) literature</p> <ol style="list-style-type: none"> 1. Case studies delivered by the instructor in the electronic form 2. Dean A. Shepherd, Michael P. Peters, Robert D. Hisrich, <i>Entrepreneurship</i>, McGrawHill Education, 2019 3. Dirk Morschett, Hanna Schramm-Klein, Joachim Zentes, <i>Strategic International Management, Text and Cases</i>, 3rd Edition, Springer, 2015 4. <i>The Sustainable Business Case Book</i>, The Saylor Foundation, or any other book on CSR applications <p>B. Supplemental literature</p>											



4. Barlett Ch., Ghoshal S., Birkinshaw J., *Transnational Management*, Text, Cases and Readings in Cross-Border Management, McGraw Hill, 2003 or later editions

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies

** MSG - International Economic Relations