WILMINGTON UNIVERSITY  
COLLEGE OF BUSINESS  
COURSE SYLLABUS

FACULTY MEMBER: Leave Blank  
TERM: Leave Blank  
COURSE TITLE: Analysis of Decision Making  
COURSE NUMBER: MGT 7400  
OFFICE HOURS/METHOD OF CONTACT: Leave Blank

Technical Requirements that may be required to utilize technology in this course:
• A headset or microphone.  
• A webcam.

RATIONALE:  
Use description from WU website: Course Descriptions

COURSE DESCRIPTION:  
The conceptual review of fast-evolving modern techniques and methodologies used for decision making is the focus of this course. Use of these methods by corporations, private institutions and government is growing rapidly. Decision theories and practices covered include the traditional methods of management science and the recent practical applications of decision trees and game theory. The course explores methods application to a wide range of decision making situations, ranging from capital investment decisions to the development of strategies for international diplomacy. Emphasis is on conceptual understanding, rather than mastering a precise set of mathematical tools and techniques.

MAJOR INSTRUCTIONAL GOALS:  
GOAL A:  
Learn how modern methods have been developed in order to attack complex decisions for the private and public sectors.  
Learning Outcomes: The student will:  
A-1 gain insight into the decision making process  
A-2 understand the various decision making strategies that may be employed

GOAL B:  
Develop an appreciation of the breadth of activities and applications of decision strategy theory and practices.  
Learning Outcomes: The student will:  
B-1 list the factors impacting the decision making process  
B-2 identify stakeholders and their responsibilities in the decision making process IDEA
GOAL C:
Develop an understanding of when the various methods can be applied with emphasis on problem structure. Know when more information is needed and know how to assess the value of attaining more and better information.
Learning Outcomes: The student will:
C-1 evaluate strategies and tools for proper selection
C-2 compare and contrast, a variety of analysis approaches used for solving business problems

GOAL D:
Demonstrate an ability to apply basic concepts and principles to a broad range of particular domains, including general business, engineering design, finance, and non-profit activities.
Learning Outcomes: The student will:
D-1 review and evaluate the decision making process for an existing business problem
D-2 comprehend and develop a proposal on how to address an existing business problem

GOAL E:
Develop and demonstrate communications and leadership skills, especially in the area of group decision making, so that key learning can be practiced and reinforced.
Learning Outcomes: The student will:
E-1 determine the genesis of the decision-making process and identify alternative solutions
E-2 identify personal beliefs and how they would impact decisions
E-3 comprehend leadership styles affecting decision-making

PROGRAM COMPETENCIES: (Intended student learning outcomes)
• Develop an understanding of contemporary leadership and management models and theories.
• Develop an understanding and the ability to apply change frameworks and models.
• Articulate personal values and goals as guideposts to personal behavior.

WILMINGTON UNIVERSITY GRADUATION COMPETENCIES: (Broad based goals)
Oral Communication
• Speak with confidence, clarity, and conciseness.
• Research, prepare, and deliver professional presentations.

Written Communication
• Write clearly, concisely and appropriately using correct English grammar, punctuation, usage, mechanics, sentence structure, and vocabulary.
• Use appropriate APA format for scholarly writing.

Disciplined Inquiry
• Use quantitative, qualitative, and scientific reasoning to solve problems.
• Exercise critical thinking strategies including reasoning, problem solving, analysis and evaluation.
• Define a problem or issue and develop questions and methods to address the problem or issue and/or create new knowledge.

Information Literacy
• Access and use information effectively, efficiently, and appropriately.
• Evaluate the quality of sources and content.
• Use technology to effectively locate and communicate information.

Ethics
• Demonstrate knowledge and application of prescribed ethical codes and/or behaviors promoted by professions.

METHODOLOGY:
A. Teaching Methods: Describe what methods will be used to convey information to students.
B. Evaluation Procedures: Describe specifically how course objectives/outcomes will be evaluated (e.g. essays, projects, discussions, quizzes/exams, etc.)
C. Major Assignments used for Outcomes Assessments: Describe any Outcomes Assessments mandated in the course. For example, Peregrine testing. Any OA assessments required should be supplied by the Chair. This is a mandatory assessment used in all sections of all courses.

COURSE SCHEDULE AND CHECKLIST:
Provide a list of assignments by week, point values, and due dates (e.g. Sunday of Week 1). For online sections, Your instructional designer can help you build this table from the Grade Center in Blackboard.