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| **Study programme:** | **Professional Graduate Study Programme *Management in Agriculture*** |
| **Course:** | **business decision-making**  |
| **Course code:** 141739**Course status:** elective | **Semester:** **II** | **ECTS credits: 4** |
| **Course holder:**  | **Krunoslav Škrlec, Ph.D., professor of professional studies** |
| **Mode of delivery:** | **Number of hours**  |
| **Lectures** | 30 |
| **Exercises** | 10 |

**COURSE OBJECTIVE:** To acquaint students with the basics of business decision-making. Acquaint them with decision-making theories and models and techniques that help in the decision-making process. Familiarize them with modern information systems that are available when a decision needs to be made.

**Course content**

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| **.** | **Course unit** | **Modes of delivery** | **Places of delivery** |
| **L** | **E** | **S** |
| 1. | Introduction to the subject. Definitions, methods and application of business decision making. | 2 |  |  | Lecture hall |
| 2. | Basics of business decision-making | 2 |  |  | Lecture hall |
| 3. | Decision theories. | 2 |  |  | Lecture hall |
| 4. | Stages in the decision-making process and business decision-making factors | 3 |  |  | Lecture hall |
| 5. | Decision models and techniques | 3 |  |  | Lecture hall |
| 6. | Roles of managers in decision-making | 3 |  |  | Lecture hall |
| 7. | Logic and psychology of decision-making | 3 |  |  | Lecture hall |
| 8. | Managerial decision-making styles | 2 |  |  | Lecture hall |
| 9. | Limitation factors in business decision-making | 3 |  |  | Lecture hall |
| 10. | Decision-making and the hierarchical structure of the organization | 2 |  |  | Lecture hall |
| 11. | Information systems as decision support | 3 |  |  | Lecture hall |
| 12. | Future trends in business decision-making | 2 |  |  | Lecture hall |
| 13. | Examples of solving tasks in the field of business decision-making |  | 2 |  | IT lecture hall |
| 14. | Examples of problem solving with decision techniques |  | 2 |  | IT lecture hall |
| 15. | Examples of solving problems with information technology |  | 4 |  | IT lecture hall |
| 16. | Examples of using various models and techniques in decision-making |  | 2 |  | IT lecture hall |
| **In total** | **30** | **10** |  | **40** |

**L=Lectures, E=Exercises, S=Seminars**

**Learning outcomes (LO)**

LO 1. Integrate decision-making theories into the business system and formulate stages in the decision-making process.

LO 2. Classify business decision-making factors and integrate logic and psychology into decision-making.

LO 3. Present managerial decision-making styles.

LO 4. Create limiting factors in business decision-making.

LO 5. Design an appropriate information system as support in the decision-making process.

LO 6. Link the key factors of control of the decision-making process.

**Course holder:**

Krunoslav Škrlec, Ph.D., professor of professional studies

Križevci, July 2024