



GJELDER FOR STUDIEÅRET 2004/2005

GRA 2204 Judgment and Decision Making in Organizations

Studium

Master of Science in Business, Master of Science in Leadership and Organizational Psychology, Master of Science in Management, Master of Science in Marketing (Management), Master of Science in Marketing (påbyggingsår), Siviløkonomstudiet (spesialisering), Specialization Course, Master of Science in Business (Organization Psychology)

Kursansvarlig

Thorvald Hærem

Institutt

Ledelse og organisasjon

Semester

Se studieplan for aktuelt studium

Studiepoeng

6

Mål

Despite the fact that decision making is an integrative part of most managers' professional lives, most managers have never had any systematic training in how to make decisions. Judgment and decision making research shows that decision makers repeatedly make the same types of mistakes and errors when making decisions. By focusing on decision making failures and how decisions are actually made by individuals, groups and organizations, the objective of this course is to improve participants' ability to make decision, as well as their capacity to observe and learn from decision making processes.

Forkunnskaper

Obligatorisk litteratur

Plous, Scott. 1993. *The psychology of judgment and decision making*. New York: McGraw-Hill. A reading list of articles and cases will be provided in class/on the web

Anbefalt litteratur

Bazerman, Max H. 2001. *Judgment in managerial decision making*. 5th. ed. New York: John Wiley.

Bazerman, Max H. 1999. *Smart money decisions: Why you do what you do with money (and how to change for the better)*. New York: John Wiley.

Mitroff, Ian. 1998. *Smart thinking for crazy times: The art of solving the right problem*. San Francisco: Berrett-Koehler Publ.

Russo, J. Edward and Paul J. H. Schoemaker. 1989. *Decision traps: Ten barriers to brilliant decision-making and how to overcome them*. New York: Simon & Schuster.

Emneoversikt

The psychological foundations of judgment and decision making
Problem formulation and psychological context
Normative and descriptive models of individual judgment and decision making
Cognitive heuristics and biases
Individual differences in judgment and decision making
Group dynamics and group decision making
Strategic and organizational decisions
Decision making tools

Dataverktøy

Presentation tool such as PowerPoint

Gjennomføring

The course is structured as a combination of lectures, discussions, in-class activities, and compulsory student presentations. It requires substantial amount of preparation by the students and active involvement during class.

Eksamen

20% - Student presentations of cases or research articles (graded by group)

80% - Term paper (graded by group)

Eksamenskode(r)

GRA22044 for 100%

Hjelpemidler til eksamen**Kontinuasjon**

The next time the course is offered.