

# Modern Technologies and Methods of Managerial Decision Making

**Credit Value:** 3 credits<sup>1</sup>

**Lecturer:** Tatiana Selskaya

## A. Course' objectives

The course serves as a hands-on intro into the practical aspects of decision sciences and is meant to help students build a practical decision-making toolkit for themselves. Specific tools and concepts include strategy consulting methods to “unpack” a business problem, decision making strategies under uncertainty, human factor in decision making (intro into behavioral economics and cognitive biases, consequences of team structure and organizational dynamics), digital in decision making (what changes in decision making with arrival of AI, big data and digital transformations).

The main method of studying the discipline is a case study analysis and discussion. The concept of flipped classroom is used wherever possible.

## B. Textbooks

1. Victor Cheng. Case Interview Secrets: A Former McKinsey Interviewer Reveals How to Get Multiple Job Offers in Consulting. Innovation Press, 2012.
2. Marc P. Cosentino. Case in Point: Complete Case Interview Preparation, 11<sup>th</sup> Edition. Burgee Press, 2020.
3. Ethan M. Rasiel. The McKinsey Way: Using the Techniques of the World's Top Strategic Consultants to Help You and Your Business. McGraw-Hill, 1999.
4. Barbara Minto. The Pyramid Principle: Logic in Writing and Thinking. Prentice Hall, 3<sup>rd</sup> edition, 2010.
5. Eric Ries. The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses. Currency, 2011.

## C. Assessment details

The final grade consists of:

Type of control	Scores
1. Attending classes and participating in discussions	40
2. Mini-essays and feedback forms after every class	40
3. Interim group project	40
4. Exam	30

Final grade	Minimum score	Maximum score
<i>Excellent</i>	127,5	150
<i>Good</i>	97,5	127
<i>Satisfactory</i>	60	97
<i>Failed</i>	Less than 60	

All assignments are to be completed independently unless stated otherwise in writing in the assignment instructions. Students are expected to perform according to the standards of academic honesty.

## D. Course outline

<b>Topic 1. Intro into management decisions. Basic principles.</b>
<b>Topic 2. Problem structuring for better decision making.</b>
<b>Topic 3. Decision making in uncertainty.</b>
<b>Topic 4. Human factor in decision making: cognitive biases.</b>
<b>Topic 5. Human factor in decision making: group dynamics.</b>
<b>Topic 6. Digital in decision making.</b>
<b>Final Exam</b>

<sup>1</sup> 1 credit point is equal to 36 hours of total workload including in-class activities, self-study and exam writing