

## SYLLABI

Basic data of the subject			
Academic unit	Faculty of Management		
Subject	Decision-making in Business		
Level	Bachelor		
Course status	Mandatory		
Year of studies	I		
Semester	II		
Number of hours per week	3		
Value of credits - ECTS	6		
Time/ Location	USHAF		
Course lecturer	Prof. Ass. Aziz Rexhepi		
Contact details	Aziz.Rexhepi@ushaf.net		
<b>Course description</b>			
	<p>The course will provide students with knowledge on the decision-making process as well as quantitative and qualitative methods used by managers to increase the quality of decision-making in terms of different environments in which the business can operate, through the topics - The decision-making process that decisions, Decision making, an interrelated process. Decision making, a dynamic process. Decision Making Models, Group Decision Making Perspectives, Decision Making Psychology, Rational Decision Making Ethics, Chaos and Creativity in Decision Making, Risk Making Decision Making / Game Theory. The decision tree and the value of information, Decision making and management, Decision making techniques.</p>		
<b>Course objectives</b>			
	<p>The aim of the course is to acquaint students with the importance of decision making in the enterprise which has an impact on its further development, aims to create leading students who aim at economic growth of the enterprise and its advancement through fair professional decision making and ethics in the business sphere.</p>		
<b>Expected learning outcomes</b>			
	<p>Upon completion of this module, students will be able to:</p> <ul style="list-style-type: none"> <li>• Know the decision-making process in the enterprise,</li> <li>• Know the way and steps to be followed when making a right decision for the business of the enterprise,</li> <li>• Understand decision-making models,</li> <li>• Identify positive decisions in the enterprise,</li> <li>• Perform a basic interpretation of enterprise decision-making techniques,</li> <li>• Develop the basic skills needed for successful decision making.</li> <li>• Make a fair selection of an ethical decision for the enterprise,</li> <li>• Competent to be part of the decision-making team in the business activity of an enterprise,</li> </ul>		
<b>Contribution to the student load (which must correspond with learning outcomes)</b>			
<b>Activity</b>	<b>Hours</b>	<b>Days/Weeks</b>	<b>Total</b>

<b>Lectures</b>	2	15	30
<b>Theoretical exercises / laboratory</b>	1	15	15
<b>Internship</b>	5	2	10
<b>Contacts with teacher / consultations</b>	1	5	5
<b>Field exercises</b>			
<b>Midterm, seminars and projects.</b>	2	2	4
<b>Homework</b>	2	10	20
<b>Studying (at the library or at home)</b>			45
<b>Final preparation for the exam</b>	2	5	10
<b>Time spent on evaluation (tests, quiz and final exam)</b>	3	2	6
<b>Projects and presentations</b>	1	5	5
<b>Total</b>			<b>150</b>
<b>Teaching methodology</b>			
<b>Teaching methodology</b>	Lectures and exercises combined with case studies and class discussions, group work, seminar papers,		
<b>Assessment methods</b>			
<b>Assessment methods</b>	During the semester two written tests with 30 points each will take place, or the student has the right to take only the final exam which has 60 points (written / oral test), the test contains open-ended questions, assignments and multiple-choice questions (student passes the exam if he or she accumulates 50 points from all the evaluation criteria), 20 points – Activity and attendance 20 points – Seminar paper (midterm)/ Case study 60 points – two tests, or final exam		
<b>Teaching tools</b>			
<b>Teaching tools</b>	Whiteboard, the Internet, wireless, computer, projector, Power Point, etc.		
<b>Theory vs. practice ratio</b>			
<b>Theory vs. practice ratio</b>	60% - Theory 40% - Practice work, Case studies, Papers,		
<b>Literature</b>			
<b>Basic literature</b>			
<b>Basic literature</b>	1. Prof. Dr. Vasilika KUME, "Marrja e Vendimeve Manaxheriale" botimi i katërt, 2010 Tiranë, 2. Bernard W. Taylor III, 2019, Introduction to Management Science, 13th/Global, Pearson Education Limited, Harlon		
<b>Additional literature</b>			
<b>Additional literature</b>	1. Luis Ángel Guerras-Martín, King Juan: : Fundamentals of Strategic Management, Carlos University, 2013, 2. David R. Anderson, Dennis J. Sweeney, Thomas A. Williams, Jeffrey D. Camm, & Kipp Martin, 2012, An Introduction to Management Science: Quantitative Approaches to Decision Making, Revised Thirteenth Edition, South-Western Cengage Learning, Mason, 3. Prof. Dr. Justina Pula Shiroka, "Vendimarrje Menaxheriale", 4. Neil Ritson: Strategic Management, Ventus Publishing APS, 2011,		
<b>Designated learning plan:</b>			
<b>Week</b>	<b>Lecture</b>		

<b>Week one</b>	Introduction to the subject, as well as an overview of decision making
<b>Week two</b>	Diagnosis of thought systems
<b>Week three</b>	The process of decision making
<b>Week four</b>	Functions of the decision-making process. Decision making, an interrelated process. Decision making, a dynamic process. Models for decision making
<b>Week five</b>	Group and decision making Perspectives on group decision making
<b>Week six</b>	Organizational dispute of decision making Case study Company "Kingston
<b>Week seven</b>	First test
<b>Week eight</b>	The psychology of decision making
<b>Week nine</b>	Rational decision making Ethics, chaos and creativity in decision making.
<b>Week ten</b>	Are you a good decision maker? Terms of decision making
<b>Week eleven</b>	Making decisions in risky conditions \ Game theory. Decision tree and information value.
<b>Week twelve</b>	The decision tree. Include additional information in the decision tree. Utility assessment. Exercises and problem
<b>Week thirteen</b>	Decision making and management. Decision maker. Exercises and problems Airbus vs. Boeing
<b>Week fourteen</b>	Decision making techniques
<b>Week fifteen</b>	Second test
<b>Academic policies and rules of conduct</b>	
The student is required to attend the lectures regularly and to have appropriate behavior towards the colleagues and the staff of the University, as well as to maintain order in the classroom and actively participate in lectures and exercises.	