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# Decision Making 1.1 -Essence of Decision Making

# INTRODUCTION

What is Decision Making?



# CONCEPTS

## Definition of Decision Making





# CONCEPTS



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## The Effective Decision



# CONCEPTS



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Sequential Steps



## CONCEPTS



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***Classifying the problem.*** Is it generic? Is it exceptional and unique? Or is it the first manifestation of a new genus for which a rule has yet to be developed?

# CONCEPTS

***Defining the problem.*** What are we dealing with?





# CONCEPTS

***Specifying the answer to the problem.*** What are the “boundary conditions”?



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## CONCEPTS



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***Deciding what is “right,” rather than what is acceptable, in order to meet the boundary conditions..*** What will fully satisfy the specifications *before* attention is given to the compromises, adaptations, and concessions needed to make the decision acceptable?



## CONCEPTS



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***Building into the decision the action to carry it out.*** What does the action commitment have to be? Who has to know about it?



## CONCEPTS



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***Testing the validity and effectiveness of the decision against the actual course of events.*** How is the decision being carried out? Are the assumptions on which it is based appropriate or obsolete?



# CONCEPTS



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## The Classification

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The Definition

# CONCEPTS



The Specifications



# CONCEPTS



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## The Decision





# CONCEPTS



The Action



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# THANK YOU

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