

# Decision Making



**By:**

**Dr: Aliaa Ezz Eldin**

**Lecturer of Nursing Administration**

**Helwan University**

**2023 – 2024**

## **Outlines:**

- Introduction
- Definition of Decision
- Definition of Decision making:
- Factors affecting decision making
- Decision Making Process
- Decision Making Styles
- Advantages of Decision Making
- Disadvantages of Decision Making
- Obstacles of Decision Making

## Introduction

Decision making can be regarded as the mental processes resulting in the selection of a course of action among several alternatives. Every decision making process produces a final choice. The output can be an action or an opinion of choice.

## Definition of Decision

A choice from two or more alternatives.



## Definition of Decision making:

Decision making is the process of making a choice between a numbers of options and committing to a future course of actions”.

The process of examining your possibilities and options, comparing them, and choosing a course of action.



## Factors affecting decision making

There are numerous factors affecting individuals and groups in the decision making process. The perception of the problem can be influenced by External and Internal factors:

- **External factors** includes environmental conditions, and time
- **Internal factors** includes decision maker's physical and emotional state; personal characteristics; culture, social, and philosophical background; past experiences; interests, knowledge, and attitudes.
- **Personality factors** such as self-esteem, and self-confidence affect whether one is willing to take risk in solving problems or making decisions.



## Decision Making Process

1. Identification of problem
2. Identification of decision Criteria
3. Allocating weight to criteria
4. Develop alternatives
5. Analysis of Alternatives
6. Selection of alternatives
7. Implementation of the best alternatives
8. Evaluation of decision effectiveness



## Decision Making Styles

### Directive Style:

- People using the directive style have no tolerance for ambiguity and are rational in their way of thinking.
- They are efficient and logical.
- Directive types make fast decision and focus on the short run.
- Their efficiency and speed in making decisions often result in their making decisions with minimal information and assessing few alternatives.



### Analytical Style:

- Decision maker with an analytical style have much greater tolerance for ambiguity than do directive styles.
- They want more information before making a decision and consider more alternatives than a directive style – decision maker does.
- Analytic decision maker are best characterized as careful decision makers with the ability to adapt or cope with unique situations.



### **Conceptual Style:**

- Individuals with a conceptual style tend to be very broad in their outlook and will look at many alternatives.
- They focus on the long run and are very good at finding creative solutions to problems.
- Adapt or cope with unique situations.



### **Behavioral Style:**

- Decision makers with a behavioral style work well with others.
- They are concerned about the achievement of subordinates and are receptive to suggestions from others.
- They often use meetings to communicate, although they try to avoid conflict.
- Acceptance by others is important to this decision making style.



### **Advantages of Decision Making**

- Gives More Information
- Increase People's Participation
- Provide More Alternatives
- Improves the Degree of Acceptance and Commitment
- Improves the Quality of Decision
- Helps in Strengthening the Organization
- Smart Risk-Taking Opportunity

## Disadvantages of Decision Making

- Time consuming
- Receive Irrelevant Opinions and Ideas
- People Refuse to Share their Perspectives
- Different Priority of individuals
- The Final Choice can go Against the Outcomes of an Organization
- Groups Reduce the Amount of Accountability
- It Can Result in an Overuse of Authority

## Obstacles of Decision Making

- Level of Decision Making Not Clear
- Lack of Time
- Lack of reliable data
- Risk-Taking Ability
- Too Many Options
- Inadequate Support
- Lack of Resources
- Inability to Change

