MSIS638

Case 1.1b

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a)

List 5 decisions a manager might need to make in the business world.

1. How to control the progress of the project.

2. How to boost the performance of operating this month.

3. How to inspire the whole team.

4. What research need to do before meeting with a customer.

5. How to prioritize company’s project.

b)

Write the solution of each decision solve.

1. The overall of the project and its quality.

2. Increase product sales and develop additional customers.

3. Make the team more productivity and connectivity.

4. Increase the rate of the deal.

5. Catch the demand of customers and reach the progress.

c)

List three alternatives for each decision.

1. a. Make good use of the resources for both internal and external.

b. Taking care of project’s quality as well as having a general oversight on every details.

c. Having a schedule for better controlling the progress, also rick management is also important, we need to detect the problem and react in real-time.

1. a. Introduce new products into the market.

b. Develop potential customers by doing data analysis and think of a countermeasure for attracting them.

c. Enhance employees training for better performance.

1. a. Though some simple cases or tasks to unite everyone.

b. Give sincere encouragement when the group members or someone is doing well.

c. Create a common goal and overall vision to achieve.

1. a. Hand over necessary information with colleagues, and research on every attendee.

b. Set a main goal and objectives for the meeting, then plan an available agenda to support our objectives.

c. Having a Plan B, life do not always go as planned. We need to think of some scenario to deal with those emergencies.

1. a. Scoping the critical points of the project.

b. Tracking both the input and output of the project.

c. Distribute well every project to the team and finish those projects at the same time as possible.

d)

List three constraints for each decision.

1. a. Cost and resources.

b. Time.

c. The size of this project.

1. a. Human resources and other resources.

b. Products’ quality.

c. Time.

1. a. Speech ability.

b. Familiarity with the team.

c. Social ability.

1. a. Time of preparing everything.

b. Information symmetry.

c. The flexibility of the goal and vision.

1. a. The number of cases.

b. Supervisor’s request.

c. People and team who are work with you.

e)

Propose two feasible solutions for each decision.

1. a. After evaluating the labor cost and various expenditures, scoping into the point and schedule the checkpoints for tasks. b. Through sufficient members to form a team and distribute the works by parts, which will make the process smoother.
2. a. Start the evaluation with detailed plan, good time management is important to increase the operating value. b. Enhance the production management and staff training to decline operating risk.
3. a. Improve self confidence and practicing the speech before speaking to the team. b. Try to communicate all the people from up to down, in this way, we can also increase our encouraging skills, which will directly benefit to the team.
4. a. Make sure to know the sales pitch in and out, also prepare questions is essential when dealing with customers. b. Confirm the meeting location and get motivated, try to stick with the goal or vision of this project.

5. a. Set up the schedule for meeting the due date and supervisor requirement, then achieve it on time. b. Have a mutual communication with your team to make the schedule more elasticity.

f)

Determine if the decision can be found by complete enumeration.

1. No, I think this will need a sophisticated calculation to exclude minor options.

2. No, using complete enumeration to find out the optimal option for enhance business operation is impossible.

3. Yes, master specific skills and do enough work to quickly find the best solution.

4. Yes, meeting with customer can use complete enumeration.

5. No, in this case, we may need work methodology to specify the pinpoints in case priorities.

g)

Give three examples of business decision problems with No feasible solution.

1. Making a constructive decision without any internal and external information.

2. Purchasing a lot of materials and receive them within 5 business days.

3. Finding the optimal solution for company under only one circumstance.

h)

For each decision, propose two ways to make the solution feasible.

1. a. Enable to understand more information before making the decision. b. Has a fully discussion with others.

2. a. Extend the date of purchasing. b. Purchase in batches.

3. a. Try to find the optimal solution through sophisticated calculation. b. Involve all the circumstances inside the consideration.