

Subject card

Subject name and code	Managerial Decision Making Exercises, PG_00178091						
Field of study	Logistics and Mobility						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group				
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English none		
Semester of study	3		ECTS credits		5.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Department of Macroeconomics -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Przemysław Kulawczuk				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	The main objective of the course is to build skills and knowledge in making effective management decisions using management experience and practices, psychology, sociology, culture and in the spirit of corporate social responsibility. The graduate of the course will be a mature decision-making specialist who can properly assess the situation, define the problem, design possible solutions, make the right choice and effectively implement the decision in business life.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[LMMU2_U05] uses (legal, professional, ethical) normative systems and can effectively solve complex economic and social problems in logistics and mobility using them	uses normative systems (legal, professional, ethical) and is able to use them to effectively solve complex decision-making problems, including those related to logistics and mobility	[SU5] implementation of a problem task
	[LMMU2_W07] has an in-depth knowledge of economic and financial principles governing the functioning and management of economic entities and organisations, which require logistics support or provide logistics services, as well as of systems of legal, organisational, professional, moral and ethical norms and rules organising public structures and institutions, both in the national and international spheres	has in-depth knowledge of the economic and financial principles of operation and management of economic entities and organizations, including in particular the design of business decisions that may require logistical support or provide logistical services	[SW5] implementation of a problem task
	[LMMU2_W02] has an in-depth knowledge of various types of economic entities and organisations, which require logistics support or provide logistics services as well as an extended knowledge of public institutions	has in-depth knowledge of various types of business entities and organizations and their use of logistical support in designing decision-making processes	[SW2] presentation/project/paper/report
	[LMMU2_W10] knows the terms and principles of protection of industrial property and copyright, and understands the necessity of management of intellectual property resources	knows the concepts and principles of industrial property protection and copyright law and understands the need to manage intellectual property resources and takes these issues into account when making decisions	[SW5] implementation of a problem task
	[LMMU2_U10] has an advanced ability to prepare specialist oral presentations on logistics and mobility issues, using specialist theoretical approaches, the principles of collecting various sources of data, their description and interpretation, and drawing conclusions based on scientific literature; can prepare and conduct a debate	has an in-depth ability to prepare specialist oral presentations concerning solving decision-making problems, including issues related to logistics and mobility,	[SU2] presentation/project/paper/report
	[LMMU2_U07] can independently propose solutions to complex logistics and mobility problems, select methods of analysis and conduct conclusive procedures in this respect	is able to independently propose solutions to complex decision-making problems in the field of logistics and mobility and use the solutions in business practice	[SU5] implementation of a problem task
	[LMMU2_K03] inspires and organises preparation of projects in the field of logistics and mobility, following the idea of sustainable development, reconciling legal, economic, ecological, political and social requirements	inspires and organizes the preparation of decision-making projects, including those in the field of logistics and mobility, in accordance with the idea of sustainable development	[SK2] presentation/project/paper/report
	[LMMU2_U06] can practically apply various forms and range of acquired knowledge in logistics and mobility, supplementing it with an independent critical analysis of its efficiency and usefulness	has the ability to use various forms and scope of acquired knowledge in the field of logistics and mobility in designing decision-making processes,	[SU5] implementation of a problem task
	[LMMU2_K05] correctly identifies, diagnoses and solves dilemmas and alternative solutions related to the profession	correctly identifies, diagnoses and resolves dilemmas and various solution options related to the design of decision-making processes and the implementation of decisions	[SK5] implementation of a problem task
	[LMMU2_K06] is ready to observe and develop in his/her professional life principles of business ethics and corporate social responsibility, respect others, be loyal to their employer, taking into account changing social needs.	is ready to observe and develop in his/her professional life the principles of business ethics and corporate social responsibility in designing decision-making processes	[SK5] implementation of a problem task

	Course outcome	Subject outcome	Method of verification
	[LMMU2_U11] has language skills in the field of logistics and mobility, which comply with the requirements of level B2+ according to the Common European Framework of Reference for Languages	has language skills in the field of logistics and mobility, in line with the requirements specified for the B2+ level, necessary to prepare a presentation of a decision-making project and defend it in front of a group of listeners	[SU2] presentation/project/paper/report
	[LMMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; can assess risks and threats and find ways of counteracting their effects	is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, takes on the challenges of creative thinking, especially in relation to building a database of good decision-making practices	[SK5] implementation of a problem task
	[LMMU2_W08] has an in-depth knowledge of main and logistics processes occurring in enterprises and economic organisations and with related areas, as well as of processes of change in public institutions; knows methods of research on the regularities governing these changes, taking into account the influence of external stakeholders on them	has in-depth knowledge of basic and logistic processes taking place in enterprises and economic organizations and at the interface with related areas, which helps to thoroughly analyze the decision-making problem	[SW5] implementation of a problem task

Subject contents	2 introductory lectures followed by short exercises, 12 classes, each class will start from short introductory lecture 15-20 min which will remind the basic concepts in the given field of management, and following practical excercises, conducted in international students teams on different elements of decision making process.		
	The exercises will be completed by short presentations and discussions. Design of classes: each class will start from		
	1. Rational model of managerial decision making - lecture and short exercise		
	2. Behavioral models of making business decisions - lecture and short exercise		
	3. Business field for start up choice - exercise on decisions prepearation		
	4. Equal employment - managerial exercise		
	5. Customers complaints solutions - managerial exercise		
	6. Suppliers treatment exercise		
	7. Environmental disaster - crisis behavior exercise		
	8. Market entry dilemmas - assessment of decisions alternatives		
	9. Customers boycott - criis management exercise		
	10. Merger of two companies - managerial game		
	11. Theft of intellectual property by Far Distance Competitor - strategy preparation		
	12. Technology damage and employees mobilization - crisis management exercise		
	13. Motivating employees - overcoming high employment turnover - planning exercise		
14. Participatory management - prpeparation of decisions involving employees in the management process			
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	50% assessment of activity during classes, 50% assessment of the quality of the project presentation	51.0%	100.0%
Recommended reading	Basic literature	1. Case studies delivered by the instructor in the electronic form 2. Dean A. Shepherd, Michael P. Peters, Robert D. Hisrich, Entrepreneurship, Irwin Professional, 2007 3. The Sustainable Business Case Book, The Saylor Foundation, or any other book on CSR applications	
	Supplementary literature	BarlettCh., Ghoshal S., Birkinshaw J., Transnational Management, Text, Cases and Readings in Cross-Border Management, McGraw Hill, 2003 or later editions	
	eResources addresses		

Example issues/ example questions/ tasks being completed	Eisenhower Matrix - Quick Decisions Customer Service Decisions - Decision Exercises Human Capital Management Decisions - Decision Exercises Crisis Decisions - Decision Exercises Project - presentation of an important business problem, prepared by small teams, showing real and optimal decision solutions proposed by students, group discussion
Work placement	Not applicable

Document generated electronically. Does not require a seal or signature.