

Subject card

Subject name and code	Managerial Decision Making Exercises, PG_00178091						
Field of study	International Business						
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
	[IBMU2_K04] is ready to inspire and organise projects for the benefit of the environment and the international business community, in accordance with the idea of sustainable development	is ready to inspire and organize decision-making projects for the environment and the international business community, in line with the idea of sustainable development	[SK2] presentation/project/paper/report
	[IBMU2_W08] knows selected areas of the functioning of a modern enterprise in the international environment; understands the conditions, principles and consequences of decisions taken in modern enterprise's structures dealing on the international market	knows selected areas of functioning of a modern enterprise in an international environment and is able to formulate the conditions for making decisions in international business on their basis	[SW5] implementation of a problem task
	[IBMU2_U06] has language skills in the field of business which comply with the requirements of level B2+ of the Common European Framework of Reference for Languages	has business language skills that meet the requirements of the B2+ level, which is especially necessary for preparing a decision-making project and defending it in front of a group of listeners	[SU2] presentation/project/paper/report
	[IBMU2_K05] is ready independently identify, diagnose and resolve dilemmas and alternative solutions related to international business	is ready to independently identify, diagnose and solve decision-making dilemmas and build alternative solutions related to international business	[SK5] implementation of a problem task
	[IBMU2_U08] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	is able to manage teamwork, cooperate and work in an international team, playing a leading role in it, especially during project work on formulating and solving a decision-making problem	[SU2] presentation/project/paper/report
	[IBMU2_K06] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures	is ready to observe and develop the principles of professional ethics and corporate social responsibility, especially when designing decision-making processes	[SK5] implementation of a problem task
	[IBMU2_U05] can communicate in an international and culturally diverse environment, using advanced terminology of international business	is able to communicate in an international and culturally diverse environment, using advanced terminology from the field of international business and using it in analysing decision-making situations	[SU5] implementation of a problem task
	[IBMU2_U03] can accurately select and use sources of information on international business, evaluate, critically analyse and creatively interpret them, and can present them in an innovative way	is able to accurately select and use sources of information about international business and use them to design decision-making situations	[SU2] presentation/project/paper/report
	[IBMU2_W09] knows and understands legal and cultural conditions related to international business,	knows and understands the legal and cultural conditions related to international business and is able to use them when analyzing decision-making situations	[SW2] presentation/project/paper/report
	[IBMU2_U07] can prepare oral presentations on economic and social issues, using specialist theoretical approaches with diverse audiences, can prepare and lead a debate	is able to prepare oral presentations on a decision-making problem using specialized theoretical approaches for a group of listeners	[SU2] presentation/project/paper/report
	[IBMU2_W10] knows and understands the key issues and theoretical aspects of managing a business entity on the international market and selected detailed issues of the international business	knows and understands the key issues and theoretical aspects of managing a business entity on the international market and uses them to analyze decisions and formulate a solution to the decision-making problem	[SW5] implementation of a problem task
	[IBMU2_K03] 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; assesses risks and threats and finds ways of counteracting their effects	is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; takes up the challenges of creative thinking when solving decision-making problems	[SK2] presentation/project/paper/report

Subject contents	2 introductory lectures followed by short exercises, 12 classes, each class will begin with a short introductory lecture lasting 15-20 minutes, which will review the basic concepts in a given area of management, followed by practical exercises conducted in international student teams on various elements of the decision-making process. The exercises will be concluded with short presentations and discussions. Class design: each class will begin with a short introduction 1. Rational model of managerial decision-making - lecture and short exercise 2. Behavioral models of business decision-making - lecture and short exercise 3. Business area of choice for a startup - decision preparation exercise 4. Equal employment - management exercise 5. Customer complaint resolution - management exercise 6. Exercise on supplier treatment 7. Environmental disaster - crisis behavior exercise 8. Market entry dilemmas evaluation of decision alternatives 9. Customer boycott crisis management exercise 10. Merger of two companies management game
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	11. Theft of intellectual property by a long-range competitor strategy preparation 12. Technology damage and employee mobilization crisis management exercise 13. Motivating employees overcoming high employee turnover planning exercise 14. Participatory management preparing decisions that involve employees in the management process Translated with DeepL.com (free version)								
Prerequisites and co-requisites									
Assessment methods and criteria	<table><tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr><tr><td>50% assessment of activity in classes, 50% assessment of the quality of the project presentation</td><td>51.0%</td><td>100.0%</td></tr></table>	Subject passing criteria	Passing threshold	Percentage of the final grade	50% assessment of activity in classes, 50% assessment of the quality of the project presentation	51.0%	100.0%		
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50% assessment of activity in 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	Barlett Ch., 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-Making Exercises Human Capital Management Decisions - Decision-Making Exercises Crisis Decisions - Decision-Making Exercises Project - presentation of an important business problem, prepared by small teams, showing real and optimal decision-making solutions proposed by students, group discussion								
Work placement	Not applicable								

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