

DESCRIPTION OF A STUDY COURSE – SYLLABUS

Title of a course	Business Decision-making				
Head of course	PhD Bernard Vukelić, College Professor				
Study programme	Professional undergraduate study Entrepreneurship				
Status of a course	Elective				
Year of study	3	Semester	V.	ECTS credits	5
Teaching plan (L + E + S+ Pr)	2+2+0+0				
Goals of a course					
The aim of the course is to familiarize students with the basic concepts of business decision making required for the preparation of quality decision. Emphasis is placed on the application of information systems in decision making and methods and decision-making techniques. Students will apply the adopted methods and techniques to the assignments and participate in the decision making.					
Conditions for enrolling course					
No conditions					
Learning outcomes on a level of a study programme which includes course					
Outcome 1: Apply appropriate methods and procedures in preparing information for business decisions. Outcome 11: Collaborate with the team in solving business tasks in Croatian or foreign language. Outcome 15: Independently prepare and present professional content using information and communication tools.					
Expected learning outcomes on a level of a course					
1. Define business decision-making and decision 2. Identify stages in the decision-making process 3. Describe the decision-making methods as well as the factors that influence decision-making 4. Describe decision-making models and techniques 5. Apply a software tool to help business decision-making					
Content of a course					
Basic importance of business decision-making process. Decision theory – classical and modern (quantitative, psychological, normative). Development phases of business decision-making. Decision-making types (programmed – non-programmed, individual-group, intuitive-judgmental, rational, under uncertainty and conflict conditions), models and techniques of business decision-making. Information system support of decision-making process (management information system, DSS systems, Expert system).					
Teaching modes	<input checked="" type="checkbox"/> lectures <input type="checkbox"/> auditory exercises <input checked="" type="checkbox"/> seminars and workshops <input type="checkbox"/> distance learning <input type="checkbox"/> field classes		<input checked="" type="checkbox"/> individual assignments <input type="checkbox"/> multimedia and network <input type="checkbox"/> laboratory <input type="checkbox"/> supervisor's work <input type="checkbox"/> other _____		
Comments					
Students' obligations					
Submit solved assignment and activity and present the same. Note: highlighted in yellow					
Grading, evaluation and monitoring of students' work continuously during lectures and exams					
Grading is based upon evaluation of course's learning outcomes' adoption. Grading is performed continuously during lectures and/or during exam, in compliance with the provisions of Regulation on the assessment of students.					

Continuous check-up:

Outcomes	Written test	Assignment	Activity	Threshold	Max
Outcome 1	10%			5%	10%
Outcome 2	10%			5%	10%
Outcome 3	10%			5%	10%
Outcome 4	10%	10%		10%	20%
Outcome 5		40%	10%	25%	50%
Percentage of ECTS	2	2,5	0,5		
Total	40%	50%	10%	50%	100%

A student has passed the exam if he has acquired a percentage of credits for each learning outcome higher or equal to defined threshold.

Exam term:

Outcomes	Written exam	Oral exam	Max
Outcome 1	15%		15%
Outcome 2	15%		15%
Outcome 3	15%		15%
Outcome 4	15%		15%
Outcome 5		40%	40%
Percentage of ECTS	3	2	
Total	60%	40%	100 %

A student has passed the exam if he has acquired a percentage of credits for each learning outcome higher or equal to defined threshold.

Grading:

A student has passed the exam if he has acquired at least 50% of anticipated credits of a specific learning outcome.

If a student has passed learning outcomes of all courses, the accomplished credits (percentages) of all passed learning outcomes are being added, while the final grade is defined upon following table:

Range of credits (percentages)	Numerical grade	ECTS grade
90,00 – 100,00	Excellent (5)	A
75,00 – 89,99	Very good (4)	B
60,00 – 74,99	Good (3)	C
50,00 – 59,99	Sufficient (2)	D
0,00 – 49,99	Insufficient (1)	F

Obligatory literature

1. Sikavica, P., Hunjak, T. Begičević Ređep, N. (2014): Poslovno odlučivanje. Školska knjiga. Zagreb., Sikavica P. et al.
2. POSLOVNO odlučivanje (1999). Poslovno odlučivanje. Zagreb: Informator.

Additional literature

1. Yates, J. F. (2011). Poslovno odlučivanje; Inovativna rješenja za goruća poslovna pitanja, MATE i ZSEM, Zagreb
2. Baračkai, Z., Velencei, J. (2004). I u e-doba odlučuje čovjek. Sinergija, Zagreb

