Record Nr. UNINA9910453167703321 Autore Forman Ernest H **Titolo** Decision by objectives [[electronic resource]]: how to convince others that you are right / / Ernest H. Forman, Mary Ann Selly River Edge, N. J., : World Scientific, c2001 Pubbl/distr/stampa 9786611956349 **ISBN** 1-281-95634-1 981-281-069-2 Descrizione fisica 1 online resource (420 p.) Altri autori (Persone) SellyMary Ann Disciplina 658.403 Soggetti **Decision** making Management by objectives Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Includes bibliographical references and index. Nota di bibliografia Nota di contenuto Contents : Preface ; Chapter 1 Introduction: Management Decision-Making Today ; The Need for Better Decision-Making Tradeoffs : BOGSAT ; Cognitive Limitations ; Common Simplistic Strategies ; Satisficing ; Cognitive Decision Rules ; Unimportant vs. Crucial **Decisions** Resistance to Change Requisites for Change ; The Analytic Hierarchy Process ; Chapter 2 Problem Solving and Decision-Making : Problem Solving ; Decision Making Intelligence, Design, Choice; Decision-Making is a Process ; Analysis vs. Synthesis : Quantitative vs. Qualitative Objectivity vs. Subjectivity Linear versus Non-Linear ; Chapter 3 Decision-Making Concepts & Methodologies ; Alternatives - Pros and Cons : Misuse of Numbers Levels of Measurement ; Nominal ; Ordinal ; Interval ; Weights and Scores ; Ratio

Channel Capacity and Short Term Memory Need for Hierarchical Structure ; Orders of Magnitude : Arbitrary Assignment Absolute Versus Relative ; Words Instead of ; Chapter 4 The Analytic Hierarchy Process Numbers and Expert Choice ; The **Analytic Hierarchy Process** Beyond Weights and Scores Inconsistency : Causes of Inconsistency : Clerical Error ; Lack of Information ; Lack of Concentration ; Real World is not Always Consistent Inadequate Model Structure : Compensatory and Non-Compensatory Decision-Making Principles and Axioms of the Analytic Hierarchy Process

Sommario/riassunto

Decision-making is a process of choosing from possible courses of action in order to attain goals and objectives. Nobel laureate Herbert Simon wrote that the whole process of managerial decision-making is synonymous with the practice of management. Decision-making is at the core of all managerial functions. Planning, for example, involves the following decisions: What should be done? When? How? Where? By whom? Other managerial functions, such as organizing, implementing, and controlling, rely heavily on decision-making. <i>Decision by Objectives</i> is an invaluable book about the art and sc