

Decision Making

- **Introduction**

- **Policy Making Decision in Public Sector:-**

- Rationality
- Theory of Decision Making in Public Sector
- Snyder's Theory of Decision Making in Public Sector
- Decision Making Models in Public Sector
- Decision Making in Public Sector- Stages

- **Steps in Decision Making:-**

- Identifying the Problem (or Opportunity)
- Gathering facts
- Making the Decision; Five Analytical Techniques
- Implementing and Evaluating the Decision

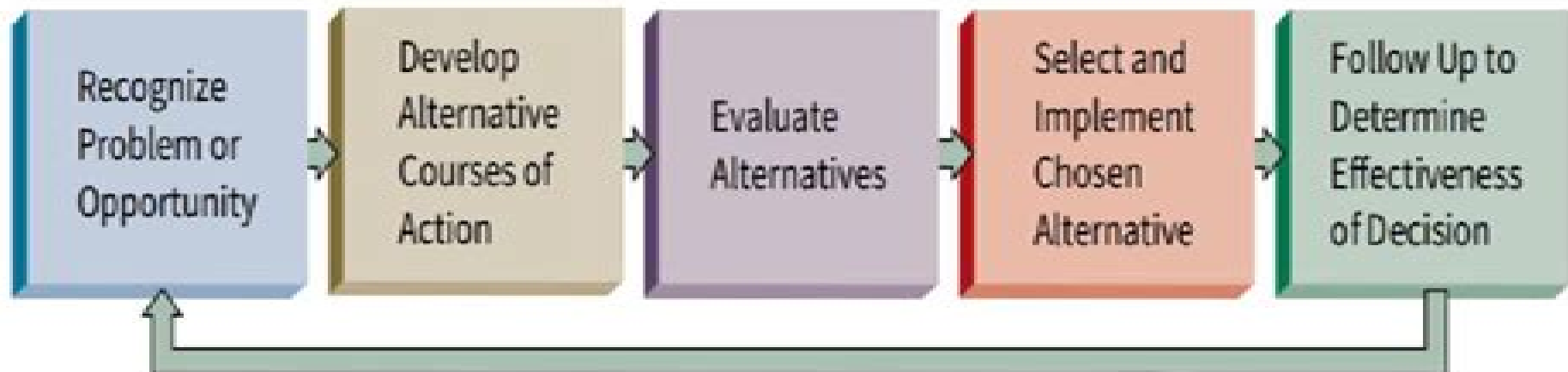


FIGURE 7.4 Steps in the Decision-Making Process

Managers as Decision Makers- How Managers Make Decisions

- In a narrow sense, decision making involves choosing among two or more alternatives, with the chosen alternative becoming the decision.

• In a broader sense, decision making involves a systematic, step-by-step process that helps

Marketing Analysis And Decison Making

Burton H. Marcus,Edward M. Tauber



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