

# DECISION MAKING

As per James Stoner “The process of identifying and selecting a course of action to solve a specific problems”.

## Techniques in decision Making

1. Identify a Problems- problem/ opportunity, Identify- int-Ext. Env .(job. Big-Pkg)
2. Study the Problem- detail, find out why , How , when ,what , reasons
3. Development of Alternatives- solutions for goals,
4. Selection of Alternatives- best alternatives, minimum recourses,
5. Implement of alternatives- organizing , communicating, co- ordinating, motivating,
6. Evaluation of Alternatives- evaluate decision,
7. Feedback- from groups, positive, - ve , modify