

Óbudai Egyetem Keleti Károly Gazdasági Kar

GVMOD1KTNC		Optimal and Real Decisions							
Department:	Vállalkozásmenedzsment Intézet Budapest, Tavaszmező u. 15-17.			1084		ECTS		3	
Training	Full-time			Language		English		Semester	
		2019/20/01							
Courses:	Erasmus, Business Administration and Management, Trade and Marketing, Technical Management								
Responsible professor for subject	Dr. Nagy Viktor			Professor:		Dr. Nagy Viktor			
Előtanulmányi feltételek:									
Number of classes (class/week)	Weekly	Lecture:	1	Practice:	1	Laboratory:	0	Consultation:	0
Obtaining grade:	final grade								
Requirement for signature:									
Assessment and evaluation	<p>Grade in this course are calculated numerically based on total points/percentages of the two tests although the instructor may raise or decrease it by one grade based on the active/inactive participation in classes or the level of the homework.</p> <p>5 (excellent): 87 – 100 % 4 (good): 75 – 86 % 3 (satisfactory): 63 – 74 % 2 (pass): 51 – 62 % 1 (fail): 50 or less %</p> <p>Should a student accumulate 50 or less percentages in a test, an additional chance per test is given to him/her to meet the requirements.</p>								
Aim of the subject:	Upon completion of this course, students should understand the main concepts and be able to recognize basic biases and distortions in the process of human decision making and know the fundamentals of decision theory.								
Term-closing requirements:	Students are required to attend all classes. Should a student accumulate 5 absences (excused and/or nexcused) out of 14 in the semester class, he/she will not receive academic credits. Students are required to pass two tests. The first one is based on the theory. As a second test students are given a specified problem to be solved using Doctus Knowledge Based System. Students may get homework, which should be handed in until the next lesson or presented in some minutes								
Week	Topic (lecture)								
1.	Normative and descriptive decision theory								
2.	Rational Choice								
3.	Mathematical Background. Games: Prisoner's Dilemma, Battle of the Sexes, Leader, Game of Chicken, The Tragedy of the Commons, Rendezvous problem								
4.	Judgement under Uncertainty: Heuristics and Biases								
5.	Prospect Theory								
6.	Creativity and Psychology								
7.	Test 1								
8.	Decision Support Systems (DSS), The role of the human decision maker in DSS								
9.	Rule-based reasoning (deduction) – Doctus Knowledge Based System								
10.	Rule-based reasoning (deduction) – Doctus Knowledge Based System								
11.	Case-based reasoning (induction) – Doctus Knowledge Based System								
12.	Case-based reasoning (induction) – Doctus Knowledge Based System								
13.	Test 2								
14.	Makeup exams								

Required literature	
1	This course does not require any textbooks. Students are provided with access to relevant articles and online materials as required.
2	
3	
4	
Recommended literature	
1	Simon, Herbert A. (1959): Theories of Decision-Making in Economics and Behavioral Science. In.: The American Economic Review, Vol. 49, No. 3
2	Tversky, Amos – Kahneman Daniel (1974): Judgement under Uncertainty: Heuristics and Biases. Science, New Series, Vol. 185, No.4157
3	Crainer, Stuart (1999): The 75 Greatest Management Decisions Ever Made: and the 21 of the Worst. Amcaom Publishing
4	March, James G. (1994): A Primer on Decision Making: How Decisions Happen. New York, NY: The Free Press
5	Hastie, Reid – Dawes, Robyn M. (2010): Rational Choice in an Uncertain World: The Psychology of Judgment and Decision Making. Sage Publications 2nd ed.
6	Laux, Helmut (2007): Entscheidungstheorie. Springer-Verlag, Berlin Heidelberg, 7. Auflage
7	Schwartz, Barry (2004): The Paradox of Choice. Why more is less. Harper & Collins, New York, USA
8	Gladwell, Malcolm (2005): Blink: The Power of Thinking Without Thinking. Little, Brown and Company, New York
Quality assurance method:	TÜV CERT EN ISO 9001:2000
Developed competencies	