

Advanced Organizational Management – Chapter 1 Key Words

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| 1. Behavioral (admin) theory of decision making | 5. Critical thinking | 11. Optimizing |
| 2. Bounded rationality | 6. Decision making | 12. Problem Solving |
| 3. Classical theory of decision making | 7. Innovation | 13. Satisficing |
| 4. Creativity | 8. Maximizing | 14. Scientific method |
| | 9. Nonprogrammed decision | 15. Vroom model |
| | 10. Programmed decision | |

- _____ A process of identifying an problem, exploring solutions and testing a solution.
- _____ Adopting the solution that minimally meets the objectives, often found in the first acceptable option that arises without extensive study.
- _____ An approach to evaluating a claim that requires thorough analysis of assumptions and reasoning followed by evaluation based on the argument rather than on assertions.
- _____ Based on the work of Herbert A. Simon, that describes how managers actually make decisions in business.
- _____ Decisions made on a recurring basis and most often do not require huge expenditures and are less complex in nature.
- _____ Decisions that have no precedents and represent situations that have not been dealt with previously and if so, only on a limited basis within the organization
- _____ Helps determine the optimal amount of subordinate participation desired in the decision-making process
- _____ Managers must make decisions as rationally as possible with only limited information available.
- _____ Process of making a decision that is aimed at realizing the best possible outcome on one dimension – seeking the best answer.
- _____ Process through which a manager identifies and solves problems creatively; a process that involves making appropriate and rational decisions.
- _____ Representing an ideal model of decision making with maximizing outcomes as a primary goal.
- _____ Selecting the best alternative from a range of options that have been evaluated within the existing time and price constraints.
- _____ The generation of new ideas.
- _____ The steps of logical thinking, which include identifying and defining the problem; gathering information about the problem; developing alternative solutions; evaluating alternatives and choosing an alternative.
- _____ Translation of a new idea into a new product, service, production method or organization.