

**Judgment and Managerial Decision Making**  
**Policy 699**  
**Summer 2009**  
**Tuesday Evening**

Professor: Ray Grubbs, Ph.D.  
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Hours: By Appointment

**Course Objectives:** The objectives of the course are to: (1) introduce the student to behavioral decision research, (2) make the area of judgment a central component of the managerial experience of students, and (3) improve the student's judgment and decision making.

**Course Requirements:** Students are required to read the text entitled Judgment in Managerial Decision Making by Max Bazerman and other assigned readings and actively participate in class discussions. Additionally, the student will select a judgment and decision making topic and write a research paper.

**Required Texts:** Judgment in Managerial Decision Making, 7<sup>th</sup> edition, Max H. Bazerman, John Wiley & Sons, Inc., 2008.

**Student Evaluation:**

Class Contribution	50%
Research Paper	50%
Total	100%

**Class Preparation and Participation:**

Significant class preparation and participation is required of the student in this class. In addition to reading the text and assigned readings, the student is asked to research and bring to class each week examples of decision making issues for class discussion. These examples should be consistent with the assigned reading for the week.

**Honor Code:**

All work submitted for a grade should be pledged according to the Millsaps College Honor Code.

**Attendance:**

Class attendance conforms to the College Policy contained in the Catalog.

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Date	Assignment
June 2	Introduction Discussion of Syllabus Discussion of Research Paper
June 9	Bazerman, Chapter 1: Introduction to Managerial Decision Making Buehler and Pritsch, Running with Risk Bazerman, Chapter 2: Common Biases Lovallo and Sibony, Distortions and Deceptions in Strategic Decisions
June 16	Bazerman, Chapter 3: Framing and the Reversal of Preferences Roxburgh, Hidden Flaws in Strategy
June 23	Bazerman, Chapter 4: Motivational and Affective Influences on Decision Making Herb, Leslie, and Price, Teamwork at the Top
June 30	Bazerman, Chapter 5: The Nonrational Escalation of Commitment Bazerman, Chapter 6: Fairness in Decision Making
July 7 No Meeting	Submit Research Paper Topic
July 14	Bazerman, Chapter 7: Common Investment Mistakes Mauldin, The Limits to Learning Bazerman, Chapter 8: Bounded Ethicality
July 21	Bazerman, Chapter 9: Making Rational Decisions in Negotiations Bazerman, Chapter 10: Negotiator Cognition
July 28	Bazerman, Chapter 11: Bounded Awareness Horn, Lovallo, and Viguerie, Beating the Odds in Market Entry Bazerman, Chapter 12: Improving Decision Making
July 31	Research Paper Due