

<b>STUDY MODULE DESCRIPTION FORM</b>		
Name of the module/subject <b>Decisions and Marketing Games</b>		Code <b>1011105211011140227</b>
Field of study <b>Corporate Management - Part-time studies -</b>	Profile of study (general academic, practical) <b>(brak)</b>	Year /Semester <b>1 / 1</b>
Elective path/specialty <b>Corporate Management</b>	Subject offered in: <b>Polish</b>	Course (compulsory, elective) <b>elective</b>
Cycle of study: <b>Second-cycle studies</b>	Form of study (full-time, part-time) <b>part-time</b>	
No. of hours Lecture: <b>12</b> Classes: <b>-</b> Laboratory: <b>-</b> Project/seminars: <b>-</b>		No. of credits <b>2</b>
Status of the course in the study program (Basic, major, other) <b>(brak)</b>		(university-wide, from another field) <b>(brak)</b>
Education areas and fields of science and art <b>social sciences</b>		ECTS distribution (number and %) <b>2 100%</b>
<b>Responsible for subject / lecturer:</b>  dr inż. Ewa Więcek-Janka email: ewa.wiecek-janka@put.poznan.pl tel. +48 616653403 Inżynierii Zarządzania ul. Strzelecka 11, Poznań		
<b>Prerequisites in terms of knowledge, skills and social competencies:</b>		
1	<b>Knowledge</b>	Student defines the concept: production process, production costs, materials, power generation, logistics, production, marketing expertise, marketing strategy, customer, client, price and method of its calculation, supply, demand (and other concepts of business management training program included).
2	<b>Skills</b>	Student creates: financial analysis, trial balance, SWOT analysis, PEST, Product Lifecycle, matrix: BCG, GE, McKinsey, a marketing plan. Students can create a business development plan based on available market data.
3	<b>Social competencies</b>	The student is responsible for the timely execution of tasks. The student actively participates in the activities of both lecture and exercises. The student is able to work in a group and making individual and group decisions. Students follow the norms of society. The student is determined to carry out his creative solving tasks and projects.
<b>Assumptions and objectives of the course:</b> Expanding the potential of the knowledge, skills and attitudes for managerial decision-making processes and the market on the basis of findings obtained knowledge and skills acquired in the first degree college education with management games		
<b>Study outcomes and reference to the educational results for a field of study</b>		
<b>Knowledge:</b>		
1. Students define the term: the decision making process, decision rules, barriers in decision making, game theory, simulation games, simulation games seriously, game managers. - [K2A_W09 K2A_W15 ]		
2. The student describes the problem of decision-making in the company and choose the model for the solution - [K2A_W09]		
3. The student formulates and explains the concepts of the decision making process, decision rules, barriers in decision-making, decision-making models, game theory, simulation games. - [K2A_W09]		
4. Student explains the need for a particular model of decision-making for solving the problem. - [K2A_W09]		
<b>Skills:</b>		
1. The student is able to formulate a need for information on the decision problem. - [K2A_U02 ]		
2. Student is able to determine the price of the product on the basis of costs and the planned profit. - [K2A_U03 ]		
3. Student is able to negotiate - [K2A_U04 ]		
4. Student is able to make recommendations to improve further decisions. - [K2A_U02 ]		
5. Student is able to present the recommendations arising from the decision-making process undertaken. - [-K2A_U03; K2A_U07]		
<b>Social competencies:</b>		

1. The student is determined to solve the decision problem. - [-K2A\_K03 ]
2. The student is aware of the responsibility for their individual and group decisions and conclusions presented. - [-K2A\_K02 K2A\_K05]
3. Student takes care of the development and implementation of decision-making according to the scenario game. - [-K2A\_K03 S2A\_K07]
4. The student complies with the principles of ethics in decision-making during games. - [-K2A\_K02 ]

### Assessment methods of study outcomes

formative evaluation: exercises and games (xSkills-credit with a grade 3 games making and Social skills - working in project teams (internal division team evaluation)

Finishing evaluation:

Knowledge - a written or oral exam

### Course description

- First Essence, objectives, types of decisions
- Second Deciding upon a decision-making
- 3rd Characteristics of the decision-making
- 4th Classification decisions
- 5th Criteria for making rational decisions
- 6th Path of the decision-making process
- 7th Models and methods of decision-making
- 8th decision rules
- 9th Barriers in decision-making
- 10th Risk and uncertainty in decision making
- 11th Game Theory in Decision-Making
- 12th Game Concepts
- 13th History of games
- 14th Simulation games, simulation games seriously, game management
- 15th Conflicts in simulation games
- 16th Psychological aspects of simulation in games
- 17th Mileage simulation games
- 18th Applying the results of simulation games

Methods:

lectures;

Exercises;

Games;

Tutoring

#### Basic bibliography:

1. Więcek-Janka E. Games and decisions, Wydawnictwo Politechniki Poznańskiej, Poznań 2011
2. Leopold A., Game management, University of Wisconsin Press, 1987
3. Hatfield M., Game Theory in Management, Gowel, 2012
4. Rils, J.O., Simulation Games and Learning in Production Management, Chaomann and Hall, 1995

#### Additional bibliography:

1. <http://home.ku.edu.tr/~lkockesen/teaching/econ333/lectnotes/uggame.pdf>

### Result of average student's workload

Activity	Time (working hours)
1. Lectures	12
2. Preparing to lectures	15
3. Exam	2
4. Consultation	10
5. Literature studying	15

<b>Student's workload</b>		
<b>Source of workload</b>	<b>hours</b>	<b>ECTS</b>
Total workload	54	2
Contact hours	24	1
Practical activities	0	0