

Subject card

Subject name and code	Managerial Decision Making Exercises, PG_00202533						
Field of study	Economics, International Economic Relations, International Business, Logistics and Mobility						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2026/2027		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English English		
Semester of study	3		ECTS credits		5.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Przemysław Kulawczuk				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		95.0	125
Subject objectives	The main goal of the course is to build skills and knowledge in making effective management decisions using management experience and practices, psychology, sociology, culture, and in the spirit of corporate social responsibility. The course graduate will be a mature decision-making specialist who can accurately assess the situation, define the problem, design possible solutions, make the right choice, and effectively implement decisions in business life.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[LMMU2_W07] has a knowledge of economic and financial principles governing the functioning and management of economic entities and organisations, which require logistics support or provide logistics services, as well as of systems of legal, organisational, professional, moral and ethical norms and rules organising public structures and institutions, both in the national and international spheres	When designing decision-making processes in logistics, the student applies knowledge about the functioning of enterprises in the logistics industry from an international perspective.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW5] implementation of a problem task
	[IBL3_U03] is able to perform tasks in uncertain conditions, solve complex issues of international business by appropriate selection information sources, conducting critical analysis and synthesis on the collected information and data	When designing and applying decision-making processes, the student is able to take into account the phenomenon of uncertainty and risk to achieve high decision-making efficiency.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU5] implementation of a problem task
	[MSGMU2_W09] has an in-depth knowledge of selected areas of the functioning of a modern enterprise in the national and international environment; understands the conditions, principles and consequences of decisions taken in its structures aiming at the development, and the dependencies among enterprises on the international market	The student uses the acquired knowledge to design decision-making processes, in particular those related to functioning in an international and multicultural environment.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW5] implementation of a problem task
	[MSGMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; assesses risks and threats and finds ways of counteracting their effects	When designing or applying decision-making processes, the student demonstrates a willingness to act in an entrepreneurial and initiative-oriented manner.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report
	[IBMU2_K05] is ready independently identify, diagnose and resolve dilemmas and alternative solutions related to international business	The student, in designing and applying decision-making processes, is ready to demonstrate the independence and autonomy appropriate to solving complex dilemmas.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report
	[IBMU2_U03] can accurately select and use sources of information on international business, evaluate, critically analyse and creatively interpret them, and can present them in an innovative way	When designing or applying decision-making processes, the student is able to accurately select and use sources of information and critically assess their quality.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU5] implementation of a problem task
	[LMMU2_K05] correctly identifies, diagnoses and solves dilemmas and alternative solutions related to the profession	When designing or applying decision-making processes, the student conducts diagnosis based on good practices and a thorough analysis of decision-making alternatives.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report
	[LMMU2_U05] uses (legal, professional, ethical) normative systems and can effectively solve complex economic and social problems in logistics and mobility using them	The student is able to apply normative systems (legal, professional and ethical) adapted to the nature of the situation and environment in the design and application of decision-making processes in the field of logistics and mobility.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU5] implementation of a problem task
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	The student, when designing and applying decision-making processes, applies the appropriate approach to risk and is able to assess the consequences of different types of decisions.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU5] implementation of a problem task
	[EKONL3_K05] correctly identifies, diagnoses and resolves professional dilemmas and different options for solutions	In decision-making processes, the student correctly identifies, diagnoses and resolves decision-making dilemmas.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report

	Course outcome	Subject outcome	Method of verification
	[MSG3_W12] has a well-organised knowledge of the nature, functioning and sources of changes occurring in the structures of economic entities and organisations (in particular those which operate on the international market); understands the causes, course, scale and consequences of these changes	By designing or applying decision-making processes, the student correctly diagnoses and resolves complex ethical dilemmas related to decision-making.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[MSG3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	By designing or applying decision-making processes, the student correctly diagnoses and resolves complex ethical dilemmas related to decision-making.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[IBMU2_W08] knows in depth selected areas of the functioning of a modern enterprise in the international environment; understands the conditions, principles and consequences of decisions taken in modern enterprise's structures dealing on the international market	The student, analyzing various possibilities of decision-making processes, uses knowledge of the functioning of a modern enterprise.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[EKONL3_U03] is able to analyse the causes and course of specific economic and social processes and phenomena, and accurately analyse these phenomena using adequate methods and tools economic and social	When designing decision-making processes, the student skillfully analyzes decision-making factors using appropriate analytical tools.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
	[IBL3_W05] knows and understands basic principles of establishing and developing various forms of entrepreneurship	When designing decision-making processes, the student uses knowledge about various forms of entrepreneurship.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[IBL3_K05] is ready to perform professional role in responsible manner, abide business ethics and business standards in working environment	When designing decision-making processes, the student is ready to take into account ethical principles and business standards.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[MSGMU2_U09] can innovatively solve problems in the field of international economic relations and the functioning of economic entities on the international market, adapting existing or developing new methods and tools	When designing or applying decision-making processes, the student uses innovative approaches, adapts existing or develops new tools and solutions.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU5] implementation of a problem task
	[EKONL3_W11] knows the general principles for the creation and development of forms of individual entrepreneurship, using knowledge of economics, finance and management sciences	The student, when designing and applying decision-making processes, knows the principles of various forms of entrepreneurship in the necessary aspects.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
Subject contents	Two introductory lectures followed by short exercises, 12 classes. Each class will begin with a short 15-20-minute introductory lecture that will review basic concepts in a given management field, followed by practical exercises conducted in international student teams on various elements of the decision-making process. The exercises will conclude with short presentations and discussions. Class Project: Each class will begin with 1. A Rational Model of Managerial Decision-Making - Lecture and Short Exercise 2. Behavioral Models of Business Decision-Making - Lecture and Short Exercise 3. A Business Field to Choose for a Startup - Decision-Preparation Exercise 4. Equal Employment - Managerial Exercise 5. Resolving Customer Complaints - Managerial Exercise 6. Supplier Treatment Exercise 7. Environmental Disaster - Crisis Behavior Exercise 8. Market Entry Dilemmas - Evaluation of Decision-Making Alternatives 9. Customer Boycott - Crisis Management Exercise 10. Merger of Two Companies - Managerial Game 11. Intellectual Property Theft by a Long-Distance Competitor - Strategy Preparation 12. Technology Damage and Employee Mobilization - Crisis Management Exercise 13. Motivating Employees - Overcoming High Employee Turnover - Planning Exercise 14. Participatory Management - Preparing Decisions Engaging Employees in the Management Process Doubts Arose During the Course Content or Interpretation Problems will be resolved during consultations.		

Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	50% assessment of activity during classes 50% assessment of quality of project presentation	51.0%	100.0%
Recommended reading	Basic literature	1. Case studies delivered by the instructor in the electronic form 2. Dean A. Shepherd, Michael P. Peters, Robert D. Hisrich, Entrepreneurship, Irwin Professional, 2007 3. The Sustainable Business Case Book, The Saylor Foundation, or any other book on CSR applications	
	Supplementary literature	1.R. Thaler, C. Sunstein, Nudge, Improving Decisions about Health, Wealth and Hhappiniess. 2012. 2. D. Kahneman, Thinking, Fast and Slow, 2012	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Eisenhower Matrix - Quick Decisions Customer Service Decisions - Decision-Making Exercises Human Capital Management Decisions - Decision-Making Exercises Decisions in Crisis Conditions - Decision-Making Exercises Project - Presentation of an important business problem, prepared by small teams, showing actual and optimal decision-making solutions proposed by students, group discussion		
Work placement	Not applicable		

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