

MGT 4430

TOPIC SCHEDULE (SPRING 2020)

<u>Date</u>	<u>Topic</u>	<u>Reading / Launch / Deliverable</u>
Jan 14	Introductions / Gen. Project Discussion	Past Decision Analysis Launch
Jan 16	Basic Decision Making	Webkinz Partial Launch
Jan 21	Thinking / Toulmin Model	“10 Ways to Be a Better Thinker”
Jan 23	Introduction to Decision-Making Bias	Bazerman & Moore, Chapter 1 (10-pt. quiz)
Jan 28	Common Decision-Making Bias	
Jan 30	Common Decision-Making Bias (cont.)	
Feb 4	Movie I Day (Miss Sloane)	
Feb 6	Movie I Day (Miss Sloane)	
Feb 11	Overconfidence	
Feb 13	Bounded Awareness	Deliverable: Past Decision Analysis
Feb 18	Bounded Awareness	
Feb 20	Framing & Reversal of Preference	
Feb 25	Framing & Reversal of Preference (cont.)	
Feb 27	MID-TERM EXAM	Discussion Topics, Movie I, & Decisive (Chapters 1-7)
Mar 3	Strategic Decision Making	“What Makes Strategic Decisions Different” (5-pt. quiz)
Mar 5	Escalation of Commitment	
Mar 10	SPRING BREAK	No competitions scheduled
Mar 12	SPRING BREAK	No competitions scheduled
Mar 17	Motivation & Emotion	
Mar 19	Motivation & Emotion (cont.)	
Mar 24	Fairness & Ethics	
Mar 26	Fairness & Ethics (cont.)	
Mar 31	Rational Decision Making in Negotiation	
Apr 2	Negotiator Cognition	
Apr 7	Intuition	
Apr 9	Decision-Making Games Discussion	Deliverable: Strategic Decision-Making Analysis
Apr 14	Improving Decision Making	Bazerman & Moore, Chapter 12 (10-pt. quiz)
Apr 16	Choice Architecture	
Apr 21	Movie II Day (12 Angry Men)	
Apr 23	Movie II Day (12 Angry Men)	
Apr 30	FINAL EXAM @ 8:00	Discussion Topics, Movie II, & Decisive (Chapters 8-12)

Projects are indicated as deliverables (IN BOLD) on the date/time they are due; via Turnitin.com (prior to class)

The Fine Print: The material contained herein, including the schedule and evaluation procedures, is subject to change in the event of extenuating circumstances. Such changes, while not anticipated, are possible and will be announced in class and posted on the Announcements web page (see course website).