



Module code	RDM	NQF level	6
Credit value	15	Study duration	9 weeks

Reasoning and Decision-Making in a Business Context

This module aims to:

- Provide students with a theoretical understanding of the factors that affect decision-making in individual and organisational contexts
- Drawing upon research from social and cognitive psychology, as well as organisational behaviour, the module aims to evaluate decision-making processes across a range of contexts; personal and professional
- Examine different characteristics associated with decision maker and immediate environment and how these influence judgment and decisions; noting the impact on organisational decision-making

Learning outcomes

On completion of this module students will be able to:

- critically evaluate the evidence for the trainability of thinking skills and performance
- critically evaluate the principles of effective reasoning, decision making and critical thinking
- analyse the anatomy of an argument and apply this understanding in a case study assignment
- apply acquired critical thinking skills in reflective practices and case study assignments

Syllabus

- Rationality of choice and the nature of human judgement
- Intuitive decision-making
- Heuristics and biases
- Motivated reasoning
- Decision-making in individual and organisational contexts
- Choice architecture
- Expert and entrepreneurial decision-making
- Decision-making in management teams

Learning and teaching methods

Teaching will be delivered through the provision of specified reading materials that will be provided on the University of Essex Online learning platform, and will be supported by specified discussion forums, pre-recorded lecturecasts and biweekly online question and answer sessions (using synchronous communication software and application sharing facility). Students will be provided with indicative guidance on, and encouraged to look at relevant websites which are appropriate to the learning outcomes, and to identify and share appropriate web-based resources (as learning support references) with their fellow students. The pre-recorded lecturecasts and the online question and answer sessions will include referenced use of selected case studies which will be drawn from the reading materials and the practice-based and professional/educational contexts and experience of the tutors. Self-managed learning will supplement lectures and students will be given direction on required and indicative reading.

Description of unit of assessment	Length/Duration	Submission date	Weighting
Discussion contribution	2 weeks	Weeks 1 and 5	20%
Mid-module assignment	1,500-2,000 words	Mid module	30%
End of module project	1,500-2,000 words	End of module	30%
Journal entries	300-500 words	Bi-weekly submission	20%