

CHAPTER OVERVIEW

6: Perception and Managerial Decision Making



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Learning Outcomes

After reading this chapter, you should be able to answer these questions:

1. What are the basic characteristics of managerial decision-making?
2. What are the two systems of decision-making in the brain?
3. What is the difference between programmed and nonprogrammed decisions?
4. What barriers exist that make effective decision-making difficult?
5. How can a manager improve the quality of her individual decision-making?
6. What are the advantages and disadvantages of group decision-making, and how can a manager improve the quality of group decision-making?

[6.1: Overview of Managerial Decision-Making](#)

[6.2: How the Brain Processes Information to Make Decisions- Reflective and Reactive Systems](#)

[6.3: Programmed and Nonprogrammed Decisions](#)

[6.4: Barriers to Effective Decision-Making](#)

[6.5: Improving the Quality of Decision-Making](#)

[6.6: Group Decision-Making](#)

[6.7: Glossary](#)

[6.8: Summary of Learning Outcomes](#)

[6.9: Chapter Review Questions](#)

[6.10: Management Skills Application Exercises](#)

[6.11: Managerial Decision Exercises](#)

[6.12: Critical Thinking Case](#)

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