

# Pretest on Decision Making

Circle either true or false:

- |   |   |  |
|---|---|--|
| T | F | 1. We all make hundreds of decisions every day.  |
| T | F | 2. All decisions are made in an essentially similar pattern.                                 |
| T | F | 3. Choices should be evaluated as they appear.   |
| T | F | 4. Decision making applies to all phases of management or supervision.                       |
| T | F | 5. Creativity is not necessary in <i>most</i> decision making,                               |
| T | F | 6. Intuition is more important than rational thought in the early stages of decision making. |
| T | F | 7. Limits should be established early in the decision making process.                        |
| T | F | 8. Tolerance for risk influences decision making for managers.                               |
| T | F | 9. Good decisions are both properly made and effective.                                      |
| T | F | 10. Organizational decisions tend to be more "convoluted" than "straightforward" in nature.  |

List several decisions which you either have made in the past couple of weeks or which you will need to make in the next several weeks. These will serve as the basis for discussion during this program.

# Post Test on Decision Making

Circle either true or false:

- |   |   |  |
|---|---|--|
| T | F | 1. We all make hundreds of decisions every day.  |
| T | F | 2. All decisions are made in an essentially similar pattern.   |
| T | F | 3. The first step in decision making is to determine if one is really needed.  |
| T | F | 4. Deadlines are an influence on a decision's importance.  |
| T | F | 5. Decisions which can be changed later are often less critical.   |
| T | F | 6. Technological capability is an example of a limitation in decision making.  |
| T | F | 7. Most of us are born with more creativity than we use.   |
| T | F | 8. Being stuck in a rut is an example of an emotional block.   |
| T | F | 9. We can improve our creativity with practice.  |
| T | F | 10. Choices should be evaluated as they appear.  |
| T | F | 11. Decision making applies to all phases of management or supervision.  |
| T | F | 12. Checklists and catalogs are idea generating tools.   |
| T | F | 13. Intuition is more important than rational thought in the early stages of decision making.  |
| T | F | 14. Limits should be established early in the decision making process.   |
| T | F | 15. Tolerance for risk influences decision making for managers.  |
| T | F | 16. Listing possible sources of information, then trying to determine which is most important is a simplified form of Pareto Analysis. |
| T | F | 17. A decision matrix can be used to aid almost any decision.  |
| T | F | 18. It is better to present ideas to individuals than to groups.   |
| T | F | 19. Brainstorming can be done by any individual to help make decisions.  |
| T | F | 20. "Framing" the decision properly is helpful, but not essential.   |

## Answers

### Pretest

- 1 T
- 2 T
- 3 F
- 4 T
- 5 T (most decisions are programmed or routine)
- 6 T
- 7 T (but only "limited" limits)
- 8 T
- 9 T
- 10 T

### Post test

- 1 T
- 2 T
- 3 T
- 4 F (maybe urgency but not importance)
- 5 T
- 6 T
- 7 T
- 8 T
- 9 T
- 10 F
- 11 T
- 12 T
- 13 T
- 14 T (but only limited limits)
- 15 T
- 16 T
- 17 T
- 18 T (usually)
- 19 F
- 20 F (it IS essential)