

# The Manchester Full-time MBA

Core Course: **Exploring Management Decision-Making**

MANCHESTER  
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The University of Manchester  
Alliance Manchester Business School

**Decision-making is one of the key capabilities for working in business and management, and hence why this is a core course in the MBA.**

It will develop your knowledge and skills in decision-making in business-related situations, combining empirical insights with practical applications, to increase your professional capability in practice.

Experience shows management decision-making is more complex than weighing up things and deciding the optimum solution. Whilst rational choice has a key role to play, additional ideas and tools are needed for interpreting and navigating complex situations in business and management.

Key topics to help you better understand situations include stakeholder complexity, situational realities, and the complexity of decision processes in practice. This includes a focus on deliberation, the value and limits of intuition, and the role of the unconscious.

Key topics to help navigate complex matters include frameworks and tools that can augment individual skill in decision-making; and frameworks for more effective thinking and talking together in groups.

Advanced topics include the role of judgment and wisdom in decision-making; and the use of science's empirical inquiry approach for developing a more scientific attitude towards decision-making.

## How you'll benefit



**Empirical insights into the actual reality:** Gain new insights into how decisions are made to help you interpret and navigate situations more effectively.



**Gain new practical frameworks and tools:** Develop your experience and capability with tried and tested frameworks that can enhance how you approach complex decision situations.



**Gain knowledge and tools in leading others:** Augment your capability to lead and facilitate others in group decision situations that need a more facilitative and collaborative approach.



**Develop confidence in navigating uncertainty:** Enhance your process skills of 'knowing what to do when you don't know what to do' by paying more attention to the decision-making process.



**Learn from experienced guest speakers:** Gain valuable insights from industry leaders, and benefit from the expertise and reflections of seasoned professionals through the Guest Speaker Series.

By the end of this course, you'll have a deep understanding of decision-making complexities in business and the ability to apply practical frameworks to navigate uncertainty. You'll be equipped to analyse stakeholder dynamics, lead effective group decisions, and make strategic choices with confidence, enhancing both individual and team-based decision-making in complex business environments.



### Dr Mark Winter

Dr Mark Winter is a Senior Lecturer at AMBS and leads several courses centred on practical decision-making. These courses build on his earlier award-winning elective in the same field, which earned a Highly Commended Management Education Practice Award from the British Academy of Management in 2020. His approach is always to integrate ideas with experience and his latest work draws on three decades of working with practitioners, companies and organisations.

**Have any further questions about the Full-time MBA?**



Please get in touch - [mba@manchester.ac.uk](mailto:mba@manchester.ac.uk)

*This document provides an example of the course content and faculty members who will be teaching this MBA course; however, details are subject to change.*