

The Manchester MBA

Elective: **Exploring Decision-Making in Practice (EDMP)**

MANCHESTER
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The University of Manchester
Alliance Manchester Business School

Decision-making is fundamental to business success and one of the defining responsibilities of managers, leaders, and entrepreneurs. For this reason, this elective has long been a distinctive part of the Manchester MBA.

Practitioners become skilled in decision-making through years of experience, drawing on tacit knowledge and intuition. Yet experience alone is not always sufficient. This course builds on your expertise by deepening your understanding of how decisions are actually made and how decision-making can be strengthened through the pragmatic use of evidence-based frameworks and tools.

By combining your experience with new insights and practical guidance, you will be better prepared to make sound individual decisions and to lead effective group decision-making in uncertain and complex situations.

- 1. Practical insights about decision-making in practice:** good decision-making involves more than just weighing up options and choosing the best solution. In practice, good decisions emerge from appreciating the reality of situations, reflective thinking, and pragmatic judgment, as much as through quantitative analysis and choice.
- 2. Applied work using practical frameworks:** this part provides a practical learning opportunity to apply the study materials in a real work situation of your choice to enrich your approach to decision-making. One of them is a highly practical framework called PRISM that translates key research insights into a flexible guiding framework.
- 3. Advanced topics for more practical insight:**
Key topics: inquiry, judgment, science, and wisdom.

How you'll benefit

-  **Gain practical insights that you can apply:** gain new insights into how decisions actually get made that you can use to help interpret and respond to situations more effectively.
-  **Gain new practical frameworks and tools:** enrich your experience and skills with tried and tested frameworks that can improve how you approach uncertain decision situations.
-  **Gain knowledge and tools in leading others:** develop your capability to lead and facilitate others in group decision situations that require a facilitative and collaborative approach.
-  **Develop confidence in navigating uncertainty:** enhance your inquiry 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 others' experiences and ideas:** gain valuable insights from other students who can enrich your own approach and help you with your applied work in the 2 assignments.

By the end of this course, you will have enriched a key skillset for the next phase of your career. This is evidenced by previous students in their feedback and final reflections on the course.

Delivery method

This six month course is delivered through a choice of a three-day in-person or virtual workshop, supported by online learning.



Mark Winter

Dr Mark Winter is a Senior Lecturer at AMBS and leads and facilitates courses on decision-making. They build on his earlier award-winning MBA course, which earned a Highly Commended Management Education Practice Award from the British Academy of Management in 2020.

His educative philosophy is always to integrate ideas with real experience, and his latest book **Deciding-Matters** published in 2025 is the course text. It is based on 30 years' experience of working with practitioners and many different companies and organisations. He currently contributes to AMBS's portfolio of MBA of programmes at all levels of seniority.

Have any further questions about The Manchester MBA?

 Please get in touch - 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.