**Chapter 9: Decision Making**

**Discussion Questions**

1. Think of the most *important* decision you have recently made. Did you make this alone or with another person(s)? Do you think a better outcome would have occurred if the decision was made differently?
2. Consider the approaches to group decision making. Which approaches have you used in a team? Which have been effective or ineffective?
3. Develop a list of recommendations that, if followed, would minimize the possibility of groupthink developing in a team.
4. Before groupthink is covered in class, ask students to read about a historical event (e.g., invasion of Iraq in 2002, Bay of Pigs, Challenger shuttle disaster, Vietnam) that is discussed on the internet in terms of groupthink. In class, ask students if they agree with such analyses. What are the fallacies of the arguments? How are the analyses correct?
5. Which of the three group decision-making techniques (Nominal Group Technique, Delphi Technique, Ringi Technique) seem the most useful to you? Explain your choice. This could be a debate.