

The Study of Decision Making Process In Organizations

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EXECUTIVE SUMMARY

The study basically focuses on the impact of decision making on organizational objectives and goals. It gives a detailed overview of how decision-making is done in the organizations, do these decisions achieve organizational aims. It also focused on the types, styles and different approaches to decision making.

The problem statement is the center of attention in this research; all the variables are related to this problem statement. Most of the hypotheses presented are proved.

The theoretical framework is based upon the variables described in the problem statement, all the variables are closely related together and affect each other in one way or another. Different foreign literature is cited accordingly and all the literature supports decision-making processes.

The findings are based upon the results projected by the questionnaire. Most of these findings solve the problem statement at hand. The decision making process practiced in the current scenario is also brought into some light.

All the study topics for research purposes had close accordance in views and suggestions. The variation among them was at a minimal. For research purposes questionnaires were distributed among the respondents i.e. depending upon their managerial level either

upper. A total of 50 questionnaires were distributed among the upper level management.

The respondents were compared on the basis of demographics i.e. their age and gender.

For the purpose of interpretation of data statistical tests like ANOVA, t-test and correlation were applied. Based on the results computed by these tests it was found that in Pakistan majority of the decision-making power is only given to the upper level management, while the decision making power is not delegated to all the levels of the management. The conclusion and recommendations are also enclosed based upon these findings.

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