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Q.1) How would you define decision making? Write its types in detail?  
  
ANS) Decision making is a process of making choices by identifying a decision gathering information and assessing alternative resolutions. Using a step by step decision making process can help you make more deliberate thoughtful decision by organizing relevant information and defining alternatives.

**TYPES OF DECISION MAKING.  
  
BUISNESS DECISION MAKKING:** Includes decisions that are made that determine business or organization outcomes.  
  
**PERSONAL DECISION MAKING:** Has the decision that determine who we are as individuals and the outcomes we created for ourselves and others with which we have relationships.

**CONSUMER DECISION MAKING:** Consist of choices that determine our effectiveness I purchase decision that occurs in either a personal or business context. In this case the consumer can be individual or a person with a business.

Q.1) b. Explain different conditions of decision making?  
  
ANS) there three conditions of decision making that managers may face as the make decisions, They are CERTAINITY, RISK, UNCERTAINITY A state of certainty exist only when the consequences of those actions.

Q.2) . What are the foundations of strategic competitiveness?  
  
ANS) Foundation of strategic competitiveness

(a) Basic concept of strategy  
Competitive advantage operating with an attribute or set of attributes that allows an organization to outperform its rivals.  
Sustainable competitive advantage one that is difficult for competitors to imitate.  
  
b. How strategies are formulated? Explain in your own words?

ANS) Strategy formulation refers to the process of choosing the most best ideas to build up an organization goals and objective and thereby achieving the organizational vision the process of strategy formulation basically involve six main steps which are listed below  
1 setting organizations objectives  
2 evaluating the organizational environment   
3 setting targets  
4 Aiming in context  
5 Performance analysis  
6 Choice of strategy

Q.3 What is job designing? Write about job specialization with examples.  
  
ANS) Job desgining basically means to make an organization with some sort of a work and have the employs for those specific types of task and to pay them. Job design is the process or worlk arrangement overcoming jobs dissatisfaction and employ alienation arising from repetitive and mechanistic tasks Job enlargement job rotation, there are various techniques used in a job design exercise.

**EXAMPLE OF JOB SECIALIZATION:** Some examples of medical specialization include careers like neonatal nursing family medicine internal medicine diagnostic radiology and more. Example: madiha works as a nurse at major hospital but her passion is helping people who have critical need.  
  
Q.4 Explain how organizational cultures are created and how they can help companies be successful ?   
  
ANS) Organizational culture are created by a different variety of factor including founders values and prefernces industry demands and early values goals and assumptions. Culture is maintained through attraction new employee onboarding leadership and organizational reward system.  
As everyone is specialized in their specific tasks so everyone in the company will do their part with full sincerity and when the person/employ is expert n something he does that very perfectly so in that epecific organization the tasks will be performed perfectly so the companies will automatically gets successful.