

## Directed work 06 : Strategic decision-making.

### **Exercise 1 : Choose the correct answer.**

#### **1. A strategic objective must be:**

- A. Short-term and operational
- B. Set by top management and long-term
- C. Not measurable
- D. Decided by all employees

#### **2. The SMART method is used to ensure that objectives are:**

- A. General and flexible
- B. Specific, measurable, attainable, realistic, and time-bound
- C. Only quantitative
- D. Linked only to economic performance

#### **3. According to Simon (1960), the first stage of decision-making is:**

- A. Modeling
- B. Implementation
- C. Intelligence / search for information
- D. Negotiation

#### **4. The political model (Lindblom) emphasizes:**

- A. Perfect rationality
- B. Negotiation and individual differences
- C. Shared and identical objectives
- D. Uniform preferences

### **Exercise 2 : Identify the Type of Decision**

Classify each item as:

#### **(S) Strategic, (A) Administrative, or (O) Operational.**

- 1. Hiring a new cashier →
- 2. Entering the Asian market →
- 3. Restructuring the organization chart →
- 4. Choosing a daily supplier →
- 5. Creating a new department for innovation →

### **Exercise 3 : Classifying Strategic Risk**

Indicate whether each risk is **(I) Internal** or **(E) External**.

- 1. Loss of market share →
- 2. Slow decision-making →
- 3. Regulatory changes →
- 4. Lack of resources →
- 5. Customer needs evolving →

### **Exercise 4 : Explain in two sentences what a *strategic decision* is.**