



MULTI CRITERIA DECISION ANALYSIS AND THE PSYCHOLOGY OF DECISION



Programme Director:
Prof. Ram Kumar Dhurkari



Programme Dates:
December 30 - 31, 2024



Programme Venue:
IIM Sirmaur, Himachal Pradesh



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INDIAN INSTITUTE OF MANAGEMENT SIRMAUR

Dhaulta Kuan, Paonta Sahib, Himachal Pradesh - 173021

OBJECTIVE



At the very heart of activities performed by managers is decision-making. There are programs already running across B-schools, helping participants to understand and use various analytical models and quantitative techniques to make better decisions. However, the normative frameworks do not necessarily resemble with the descriptive realities of decision-making, especially when human preferences (subjective) play an active role in the decision analysis and modeling. This is because of some of the inherent limitations of the human information processing systems like limited span of working memory, limited exactness in quantitative measurements, and human errors and contradictions. This requires understanding the human psychology of judgment and decision-making before adopting or developing a model for decision analysis. This is needed not only while formulating the problem and the objectives, but also while understanding and developing alternatives and criteria for evaluation. The goal of this program is to help managers make better decisions. A better understanding of how we make decisions, and why we sometimes fail to do so, is crucial for individuals, organizations, and society. This program identifies the decision traps we all face and offers strategies to avoid and overcome them. It is designed to help participants think analytically about the ways decisions are made and provides both an introduction to theories of decision-making as well as practical skills. The course will introduce participants to the traditional and contemporary models of judgment and decision-making.

PEDAGOGY



Lectures, Interactions, Case Studies

WHO MAY ATTEND



Middle and Top level managers and practitioners.

KEY TOPICS

This program will familiarize participants with techniques for analysing decision problems (complicated by uncertainty and conflicting objectives) by breaking them down into more manageable parts and explicitly considering the possible alternatives, the available information, and the relevant preferences. The program will have three modules. The first module will cover normative tools for subjective decision-making. The second module will cover descriptive realities of decision-making and its divergence from normative frameworks. The third module will cover techniques for reducing the gap between normative and descriptive aspects of decision-making.

PROGRAMME DETAILS

Duration: December 30 - 31, 2024

Programme Commencement: 10.00 AM on December 30, 2024

Programme Conclusion: 5.00 PM on December 31, 2024

Venue: IIM Sirmaur Campus

Accommodation

Check in: December 29 (6.00 PM onwards)

Check out: December 31 (till 1.00 PM)

PROGRAMME DIRECTOR

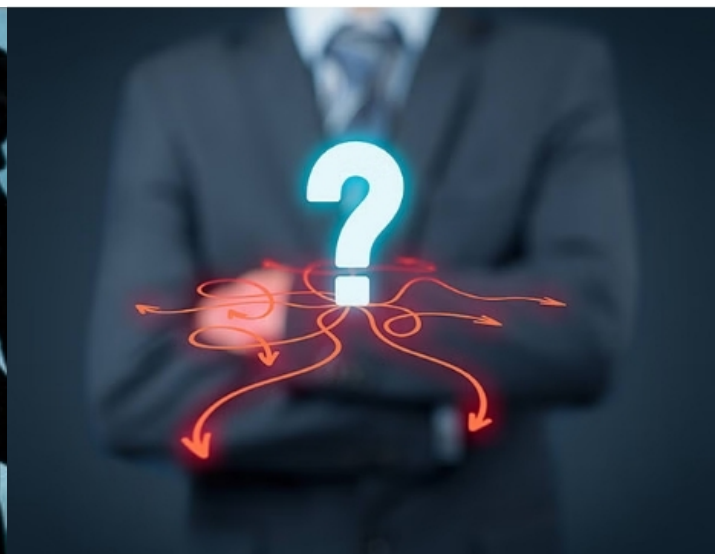
- **Dr. Ram Kumar Dhurkari** is an Associate Professor in the Information Technology and Systems Management area at the Indian Institute of Management Sirmaur, Himachal Pradesh, India. Prior to this, he was associated with IFMR Graduate School of Business Krea University, SDMIMD Mysore (ACBSP and EFMD EPAS accredited) and TAPMI Manipal (AACSB accredited). He is a Fellow of Indian Institute of Management Kozhikode. In addition, he holds a Master's degree in Computer Application from Rajiv Gandhi Technological University Bhopal and Bachelor of Science in Mathematics from Devi-Ahilya University Indore. Before joining Doctoral program, he worked as an Academic Associate at Indian Institute of Management Ahmedabad, and as a Lecturer at SGSITS Indore.

PROGRAMME FEES

- **Residential (R):** INR 25,000/- plus taxes and surcharges as applicable.
Non-residential: INR 20,000/- plus taxes and surcharges as applicable.
We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode.
Discount on Programme fees: A discount of 10% on the Programme fees can be availed by an organization if it nominates at least 4 participants for a particular MDP.

TERMS AND CONDITIONS

- Participants would have to make their own travel arrangements.
- Accommodation at IIMS will be provided till 12:00 noon on December 31, 2024. Participants staying beyond this time will have to bear additional stay and food charges, which they have to settle directly with the hospitality service provider, conditional upon room availability.
- Cancellation Policy: In case you/your nominated candidate(s) does(do) not attend the programme, 40% of the programme fees will be retained, as per policy.



HOW TO APPLY

- To apply or nominate personnel for the Programme, click on the "Register Now" link in the brochure or visit <https://www.iimsirmaur.ac.in/mdp/mdp-calendar>
- Once the candidature is approved, the sponsoring authority or participant (in case of self-nomination) will receive an email with a Payment Advice requesting the Programme fees in advance.
- Programme fees can be remitted online through Electronic Fund Transfer (NEFT/RTGS). After remitting the fees online, please inform the CMDP office of the UTR number or relevant transaction details via email. This will allow us to connect your remittance to your nomination(s).
- Please note that confirmation of participation is subject to receipt of Programme fees by the CMDP office before the commencement of the MDP.

HOW TO REACH IIM SIRMAUR

IIM Sirmaur is located in Dhaula Kuan, in Himachal Pradesh. The distance of Dhaula Kuan from Jolly Grant Airport Dehradun is 96 km. It takes 2 hours and 30 minutes from Dehradun Airport, 2 hours and 30 minutes from Chandigarh Airport, and 6 hours and 20 minutes from Delhi Airport to reach Dhaula Kuan. The nearest Railway stations are Yamuna Nagar, Saharanpur, and Dehradun. They are all located approximately at one and half hour taxi drive from Paonta Sahib.

NEAR BY TOURIST DESTINATIONS

- Renuka Lake: Located 31 km away
- Kalesar National Park: Located 38 km away
- Gurudwara Paonta Sahib Ji: Located 21 km
- Mussoorie: Mussoorie is a hill station located 99 km away
- Haridwar: Haridwar is a holy city situated 119 km away



Our correspondence address is as follows:

MDP Office

Indian Institute of Management Sirmaur, Dhaula Kuan, Paonta Sahib, Himachal Pradesh - 173021

Phone: 01704 277367

Email: mdpoffice@iimsirmaur.ac.in | Weblink: <https://www.iimsirmaur.ac.in/mdp/mdp-calendar>

For all other details on administrative matters please refer our website www.iimsirmaur.ac.in/mdp/ or e-mail to mdpoffice@iimsirmaur.ac.in