

COMM 255: Final Exam Study Guide

Chapter 4: Communications and Decision-Making

A Prescriptive Model Of Decision-Making

- This lesson created modules that cover:
 - 1. Define and limit the problem
 - 2. Establish criteria for evaluating a solution
 - 3. Generate and consider alternative solutions
 - 4. Consider the advantages and disadvantages of the solutions
 - 5. Implement the best solution
- Rules of Brainstorming
 - 1. Create as many ideas as possible
 - 2. Encourage wild and unusual ideas
 - 3. Improve on someone else's (copy, build on)
 - 4. Accept without criticism all ideas
 - 5. Focus on ideas for future consideration
- Maximal Group Techniques: members contribute to their own mutual interests and then share their ideas. They will produce more meaningful ideas that are interesting brainstorming ideas

Descriptive Models of Decision-Making

- Circulation Phase
 - Create social surroundings and positive social attitudes
- Conflict Phase
 - Exaggerate differences using both ambiguity and more facts
- Emergence Phase
 - Groups begin to find areas of agreement, building including discussion to focus significant areas and select possible new options
- Partials' search Phase
 - Group members continuously go through

Alternative Communication Models

- Brainstorming
 - Encourages ideas based on brainstorming advantages to brainstorming
 - Groups follow structured rules and not spontaneously motivated by results or individual ideas
 - Encourages ideas based on search for options from initial set of sufficient ideas, structured quality, or one that will

It255 Final Exam Study Guide With Answers

Lauren Gardner



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