

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 solution, interacting and then share their ideas. They will produce more innovative ideas that are interesting brainstorming ideas

Prescriptive Models of Decision-Making

- Circulation Phase
 - Create social norming and positive social attitudes
- Conflict Phase
 - Examine individual roles, responsibilities and social roles
- Emergence Phase
 - Groups improve final results of systematic thinking including discussion to focus significant ideas and social power and support
- Participation Phase
 - Group members consensus on process

Alternative Consensus Models

- Brainstorming
 - Encourages ideas based on brainstorming advantages to brainstorming
 - Groups follow decision-making and not systematically motivated by results, an artificial structure
 - Encourages ideas based on search for solutions from within an individual without structured quality or time that will

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