**TOPIC:**

Choose a ***topic*** in the **field of decision making related to the course and the text**. There must be a strong, obvious connection between your paper and one or more major topics that are covered in the (**Text:** **Bazerman, Max H. & Moore, Don A. (2013). 8th ed. Judgment in Managerial Decision Making, Hoboken NJ: John Wiley & Sons. ISBN: 978-1-118-06570-9)**. Read some recent research articles on the topic and either

1. Propose a research study relevant to your work organization or industry or profession
2. Show how applying the insights from the literature you’ve read on the topic could meaningfully improve some process in your work organization or industry or profession
3. Propose another idea for your paper that connects the decision-making literature you have read to some applied topic of interest. (An example might be looking at a topic in the behavioral finance literature and discussing current controversies or trends in practices in that field that are being affected by the findings discussed in the literature.)

The various papers Bazerman & Moore cite throughout the text might be good places to start. Bazerman & Moore do a reasonably good job of surveying many topics, but they can only scratch the surface.

**Some broad topics that may be of interest are**

1. Adaptive decision making. Gary Klein’s models in particular are usefully applied to experts making high-stakes decisions under time pressure in military, medical, law enforcement, and emergency management/crisis management contexts
2. Decision making under stress. Related to (a), but broader.
3. Risk (huge field – you could look at risk perceptions or other aspects of engineering risk and/or safety issues)
4. Culture and decision making
5. Ambiguity & vagueness (a large literature exists on this)
6. Financial risk & investments; behavioral finance / behavioral economics topics
7. Staffing, performance evaluation, and promotion decisions
8. Marketing and consumer behavior
9. Medical decision making and health policy

The basic requirement is that you write a 13-to-15-page paper that is about half on the literature you review and about half on whichever option (1,2,3) above that you have chosen.

**Format:**

The main body of the paper will be approximately 13-15 full pages of text (not including references or title pages). You may include a few (2-3) figures or charts, but if you include them in the text they should not be more than half a page in size. If you need more than that or you need to have full page figures, that’s fine, but they won’t be included in my determination that you satisfied of the minimum length requirement. Your paper can be longer than 13 pages of text but try to keep it under 15 pages or so for the main body of the paper.

The paper should be double-spaced, with one inch or 1.25-inch margins on all four sides, in a reasonably standard 10 font (Arial or Times New Roman or Courier preferred). The point of the font requirement is to make sure you don’t use an excessively large font or a font that is hard for me to read.

You should have a bibliography for your sources. The reference list should be formatted in a standardized way (APA or MLA or any format consistent with that used in respectable management or engineering journals). Be consistent in the formatting of your references.

**Evaluation criteria:**

**1) Intellectual merit**. The paper should demonstrate that you are familiar with your topic and that you understand the relevant issues discussed in the sources you review in your paper. If you are describing, recommending or designing a policy or procedure for making decisions, it should reflect best practices in the field and be supported by sound theory and solid empirical evidence.

**2) Relevance to the course material**. You must make connections in the paper to one or more topics discussed in the text. Most of the topics listed in part one of the guidelines are relevant, but if you choose something else make sure you can connect it to a significant text or course topic.

**3) Practical applications in organizations generally or in specific organizations**. You should be able to explain why the content you present is important.

**4) Clarity of exposition and adherence to the specified format**. Your paper should be well-written and free of grammatical, spelling, and typographical errors.