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XY Theory of Decision Sciences: Key Assumptions and Tenets

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|  |  |
| --- | --- |
| R1=α (X1) +β (X2) | (1) |

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Hopkins, M. S., LaValle, S., Balboni, F., Kruschwitz, N., & Shockley, R. (2010). 10 data points: Information and analytics at work. *MIT Sloan Management Review, 52*(1), Fall, 27-31.

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Making Managerial Decisions in Your Firm in 2018 as a Sample of a Full Paper Submission to Help Authors Understand How to Format Their Full Paper Submission

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**ABSTRACT**

We present research examining how managerial decisions are being made in your firm in the year 2018. These decisions are difficult ones. Sometimes, these decisions have to be driven from the top instead of letting them organically form. We analyze survey data from 500 mid-level managers in our part-time MBA program using regression analysis to present new insights. Please keep to 100 words.

KEYWORDS: Managerial decision making, Firm decisions, Decision theory, Survey research, Regression

INTRODUCTION

Managerial decisions in your firm in 2018 will be even more important than in the past. We need to do more research. Research to date is incomplete. This paper has the following sections . . .

LITERATURE REVIEW

Much work has been done in decision making by managers (Smith & Smith, 2010). This work can be reviewed from two streams: the individual stream and the group-consensus stream. Below, we provide a synthesis of the research in each stream as it relates to our research questions. Table 1 provides a summary.

|  |  |  |
| --- | --- | --- |
| Table 1: Summary of Literature Review | | |
| YEAR | REFERENCES | JOURNAL |
| 2010 | Smith & Smith | Decision Sciences |
| 2000 | Johnson et al. | Decision Theory |

The Individual Stream

This is research looking at how individual managers make decisions (Johnson et al., 2000). This understanding helps us to decipher how managers in your firm will be making decisions in 2017. . .

The Group-Consensus Stream

This stream assumes managers make decisions as efforts to appease many people who he or she sees as being part of the group. The insights from this stream focus not on how individuals process information to make information but more on how individuals interact and respond to outside pressures and how these interactions and responses shape their decisions [There are exceptions but we do not discuss them here]. Interactions between managers and their group members and responses by managers to their groups are therefore a further refinement of how the research to date in this stream can be analyzed.

Managerial Interactions with Groups

More text about this . . .

Managerial Response to Groups

More text about this . . . Figure 1 is a tabular summary of the frequency of work in this stream.

Figure 1: Frequency of publications by year

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REFERENCES

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