



XAT DECISION

MAKING

10 IMPORTANT GUIDELINES FOR OPTION ELIMINATION & PRACTICE QUESTIONS



PART - 1



XAT DECISION MAKING

- What would be the ideal course of action to take in such a situation?

TYPES of Caselets

HR Issues

Financial Issues

Managerial Issues

Ethical Dilemmas

APPROACHING QUESTIONS

1. Analyze Problems Holistically: From the perspective of each stakeholder.
2. Focus even on the tone. For example, Shyam is very fond of books and he wants to open a showroom of books in his hometown.
3. Analyse each option even if you feel the first read option is definitely the answer.
4. **Don't choose, eliminate!**

KNOWVATION

GUIDELINES FOR OPTION ELIMINATION

1. Choose option in order of priority for each stakeholders.
 - Win-win situation ← Highest Priority
 - Win-Lose situation
 - Lose-Lose situation
2. Options with Rational/Feasible/Practical in Business sense are preferred over emotional decisions.
3. Shortcuts & **Unethical choice** are generally never correct. (Bribery, nepotism, lies, cheating etc.)

4. Generally, **never chose** the option of **EVASION**. (Indecision)
5. Choose options depicting positive action over negative option.
6. Beware of selecting a **futile step!**
7. Options showing Biased/Unfair views for any stakeholder are generally wrong.
8. Don't choose a too general solution for a specific situation unless all options are eliminated. (Like work hard and you will achieve success, Work harder and increase profit etc.)
9. Avoid **disproportionate/extreme solutions** for general problems. (Fire a worker for a small calculation mistake in accounts.)
10. Avoid hasty conclusions/solutions.

**IMPORTANT PRACTICE QUESTIONS ON
DECISION MAKING ARE COMING IN THE
NEXT VIDEO!!**

THANKS FOR WATCHING 😊

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KNOWVATION