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| **What will we be learning?**3.3 – Decision Making Techniques | **Why this? Why now?** Strategy is about making big decisions that impact the whole company and companies use a number of decision-making techniques to help quantify or inform those strategic decisions.  | **Key Words:**Moving AveragesScatter GraphPaybackARRNPVDecision TreesCritical Path AnalysisEarliest Start TimeLatest Finish TimeTotal Float |
| **What will we learn?**3.3.1 – Quantitative Sales Forecasting – calculation of moving averages (three period / four quarter), interpretation of scatter graphs and line of best fit, limitations of quantitative sales techniques3.3.2 – Investment Appraisal – Payback, ARR, NPV, limitations of these techniques3.3.3 – Decision Trees – Simple decision tree diagrams, calculations and interpretations of figures generated by those techniques, limitations of using decision trees3.3.4 – Critical Path Analysis – nature and purpose, complete and interpret simple networks (EST, LFT, total float, limitations of using CPA |
| **What opportunities are there for wider study?**Completing exercises / case studies out of the Pearson textbook  |
| **How will I be assessed?**Summative assessment and worksheets |