

Decision-Making in International Marketing

Special issue call for papers from International Marketing Review

Submissions are open between 1 June and 31 July 2020

The saturation of domestic markets and global hyper-competition have pressured many firms to expand into diverse international markets. Decision-making is a key driver of business success in the international environment (Nemkova et al., 2015). In this context, improving the efficiency and effectiveness of decision-making is critical to international marketing research theory and practice. The international marketing literature has made notable progress regarding what are the key substantive international marketing decisions that drive international marketing success (e.g., degree of standardization/adaptation, foreign market entry modes, international resource investments). A parallel body of research within international marketing decision-making addresses the process of how decisions are made to derive optimal and/or satisficing performance outcomes (e.g., emergent versus deliberate international strategies, cognitive micro-foundations, use of heuristics). Therefore, this special issue invites papers that help push the boundaries of international marketing decision-making knowledge, in the contexts of substantive decisions made, and the process of decision-making.

Knowledge regarding substantive international marketing decisions (e.g., adaptation/standardization, entry modes), their drivers and impact on performance is far from complete, with ambiguity and inconsistencies characterizing much of the field. In addition, other core decision issues such as CSR, corporate partnerships, and value creation that are of particular pertinence to today's international businesses are often overlooked. For example, current environmental decision-making models explain the adoption of single behaviors only, rather than the coaction suite of behaviors required to halt climate change (Newton et al., 2015); there is limited research on the determinants behind standardization and/or adaptation of international marketing strategies (Rao-Nicholson and Khan, 2017); much less what effective foreign market entry should actually look like given the propensity in the field to only examine individual modes independently and in silo (Oliveira et al., 2018). In this context, a more holistic view of international marketing decisions that considers a firm's entire portfolio of activities in foreign markets is needed.

With few exceptions, not much is known about how international marketing decisions are made (Nemkova et al., 2015; Souchon et al., 2016). Yet, the way international marketing decisions are made is critical for international marketing success (Hughes et al., 2019). This sphere of international marketing decision-making research, while relatively anemic, is typically underpinned by behavioral economic theories of decision-making, such that a duality in decision-making processes is identified. Supported by developments in the cognitive psychology field, the decision-making process is as reliant on emotion and intuition, as on rational cognition (Hodgkinson and Sadler-Smith, 2018). Nevertheless, international marketing and management studies are dominated by the planning paradigm (Hughes et al., 2018), while in practice, managers often see the attempt to deviate from planning as irresponsible and dangerous (Nemkova et al., 2012). The reality is, of course, much more complex where interactions

Papers On Decision Making

**Abbas Mardania ,Edmundas
Kazimieras Zavadskas,Zainab
Khalifah,Norhayati Zakuan,Ahmad
Jusoh,Khalil Md Nor,Masoumeh
Khoshnoudi**

Papers On Decision Making:

Essays In Decision Making Mark Mark, Jaap Spronk, Jyrki Wallenius, 2012-12-06 The pioneering study by Bowman 1980 reawakened interest in risk and return relations in the strategic management literature We do not examine this literature here because we have elsewhere reviewed it in detail 1 and because for the most part these studies have been confined to ex post data Discussions of the strategies which subjects used to direct their ex ante evaluations of risks and returns have either been omitted or else have been only indirectly inferred from ex post data In addition with few exceptions this literature does not attempt to ascertain the meanings that might have been assigned by subjects to terms like risk and or the returns with which they have been concerned Even fewer of these studies have attempted to ascertain how the subjects implemented their definitions en of prospective strategies Thus this literature may route to arriving at evaluations best be regarded as bearing only indirect relations to the present study which is concerned not only with the meanings assigned to terms like risk and return but also with how these terms are used in arriving at risk and return evaluations of proposed strategies as well as how they are measured and used on an ex ante basis en route to seeing how these evaluations match with ex post performance In a sense one part of this study i e

Decision Making and Problem Solving in Organizations:

Assessing and Expanding the Carnegie Perspective Daniella Laureiro Martinez, Pino Audia, Daniel A. Newark, 2024-09-04 Within the broader study of decision making the Carnegie perspective occupies a unique place Initially developed by pioneering scholars such as Herbert Simon and James March it views organizational decisions as resulting from the combined influences of a psychological processes of attention allocation interpretation of experience and motivated search and b features of the organizational context that direct attention influence preferences contend with ambiguity contain conflict and divide labor Despite its unique strengths and a considerable body of work see below some foundational references research that adopts the Carnegie perspective is still relatively unknown outside the field of organization studies As James March noted Carnegie has been primarily an importer of ideas rather than an exporter The goal of this research topic is to facilitate dialogue and integration between this well established Carnegie perspective and other lines of inquiry into the study of decision making and problem solving We are interested in bringing to the fore what is distinctive in the accumulated body of evidence produced by the Carnegie perspective and highlighting similarities differences and potential points of connection with other research done on similar topics To achieve this goal we hope that the front end of each submission will cover the following four components

Using Web and Paper Questionnaires for Data-Based Decision

Making Susan J. Thomas, 2004-03-06 Using Web and Paper Questionnaires for Data Based Decision Making is clearly written easy to understand and has plenty of examples and guides for those implementing these ideas Designed as a cookbook it superbly enables educators to write administer and analyze a survey Sandra L Stein Professor of Education Rider University Learn to use questionnaires and data based decision making to support school improvement How effectively are teachers

implementing the new literacy program What do parents think of the proposed homework policy Is bullying a growing problem Understanding how to create appropriate questionnaires is essential in making data based decisions that improve school policies processes and procedures Using Web and Paper Questionnaires for Data Based Decision Making is a practical handbook for creating exceptional questionnaires for a variety of purposes including data based decision making Author Susan J Thomas provides authoritative guidance for planning a survey project creating a questionnaire gathering data and analyzing and communicating the results to a variety of audiences Features of this reader friendly guidebook include Sample cover letters invitations parental permission forms and planning templates Extensive examples activities and checklists Web based questionnaire guidelines A step by step case study of a successful survey project Offering suggestions for successfully using both Web based and paper based questionnaires this practitioner focused manual summarizes the key steps of successful survey projects and identifies critical success factors for each step Designed primarily for principals district level administrators and teachers this invaluable resource is also suitable for policymakers state level administrators and graduate students in education and social sciences *Improving Decision Making in Organisations* Alan G. Lockett, Gerd

Islei, 2012-12-06 MCRM has been an active research area for over 20 years and the previous conferences clearly showed a tremendous growth of interest A variety of successful applications and recent developments of interactive computer software to support decision making confirm a sustained progress We therefore decided to make our theme Improving Decision Making in Organisations the aim was to take stock of the impact of multicriteria concepts in organisations and to involve management practitioners from a wide range of backgrounds To this end the conference was organised round five broad themes and papers were solicited on the following topics Psychology how do individuals in practice use and relate to the methodologies Organisation how do our models fit into the decision making framework of real organisations Application how have the models been used in practice and what is the users view Methodology what are the new areas in model development Related Areas is there complementary work eg Expert Systems which may be attempting to solve very similar problems We call for papers produced an overwhelming response of over 100 papers they were from a variety of disciplines and applications and we decided to devote approximately one day to each of the five areas We are very impressed by the results which can be seen in this edited proceedings **Dynamic Perspectives on Managerial Decision Making** Herbert

Dawid, Karl F. Doerner, Gustav Feichtinger, Peter M. Kort, Andrea Seidl, 2016-09-15 This volume collects research papers addressing topical issues in economics and management with a particular focus on dynamic models which allow to analyze and foster the decision making of firms in dynamic complex environments The scope of the contributions ranges from daily operational challenges firms face to strategic choices in dynamic industry environments and the analysis of optimal growth paths The volume also highlights recent methodological developments in the areas of dynamic optimization dynamic games and meta heuristics which help to improve our understanding of optimal decision making in a fast evolving economy

Dynamics of decision making: from evidence to preference and belief Erica Yu, David A. Lagnado, 2014-10-24 At the core of the many debates throughout cognitive science concerning how decisions are made are the processes governing the time course of preference formation and decision. From perceptual choices such as whether the signal on a radar screen indicates an enemy missile or a spot on a CT scan indicates a tumor to cognitive value based decisions such as selecting an agreeable flatmate or deciding the guilt of a defendant, significant and everyday decisions are dynamic over time. Phenomena such as decoy effects, preference reversals, and order effects are still puzzling researchers. For example, in a legal context, jurors receive discrete pieces of evidence in sequence and must integrate these pieces together to reach a singular verdict. From a standard Bayesian viewpoint, the order in which people receive the evidence should not influence their final decision, and yet order effects seem a robust empirical phenomenon in many decision contexts. Current research on how decisions unfold, especially in a dynamic environment, is advancing our theoretical understanding of decision making. This Research Topic aims to review and further explore the time course of a decision, from how prior beliefs are formed to how those beliefs are used and updated over time towards the formation of preferences and choices and post decision processes and effects. Research literatures encompassing varied approaches to the time scale of decisions will be brought into scope: a) Speeded decisions and post decision processes that require the accumulation of noisy and possibly non stationary perceptual evidence, e.g. randomly moving dots stimuli within a few seconds with or without temporal uncertainty; b) Temporally extended value based decisions that integrate feedback values, e.g. gambling machines and internally generated decision criteria, e.g. when one switches attention selectively between the various aspects of several choice alternatives; c) Temporally extended belief based decisions that build on the integration of evidence which interacts with the decision maker's belief system towards the updating of the beliefs and the formation of judgments and preferences, as in the legal context. Research that emphasizes theoretical concerns including optimality analysis and mechanisms underlying the decision process, both neural and cognitive, is presented as well as research that combines experimental and computational levels of analysis.

The matter of economic evaluations in health policy decision-making: The case of the Swedish national guidelines for heart diseases

Nathalie Eckard, 2015-09-11 Economic evaluations are used to inform decision makers about the efficient allocation of scarce healthcare resources and are generated with the direct intent to support decisions in healthcare. Producing guidelines is a complex process, and the inclusion of health economic aspects in the formulation of the Swedish national guidelines as a basis for the written recommendations, priority gradings, distinguishes them from their European counterparts. Despite the increased use of cost effectiveness data in decision making, little is known about the actual use of such data. This thesis covers issues concerning how economic evaluations matter in health policy decision making. The thesis includes four papers based on the Swedish national guidelines for heart diseases, one of the most prominent examples in Sweden of following the notion of evidence based policy (EBP) in order to inform explicit priority setting. Both Papers I and II followed a qualitative case study

design based on the same data set Paper I explored how a specific working group the Priority Setting Group PSG handled the various forms of evidence and values when producing the national guidelines Two themes were identified in reaching collective agreement in priority gradings group facilitation activities and avoiding deadlock in the discussion The work process involved disagreement and negotiation as part of that task Paper I contributes to the theoretical and practical debate on EBP Paper II focused on the use of cost effectiveness data as decision support in the PSG work process The paper addressed availability of cost effectiveness data evidence understanding interpretation difficulties and the reliance on evidence Three themes were identified The paper contributes to knowledge on how cost effectiveness evidence was used in actual decision making The use of cost effectiveness evidence was one of many tools employed to avoid deadlock in discussion and to reach a priority grading when the overall evidence base was weak in times of uncertainty and on the introduction of new expensive medical technologies Quantitative research methods were used for both Papers III and IV Paper III explored how the PSG was presented with cost effectiveness evidence as decision support and as a basis for their priority gradings Cost effectiveness ratios ICERs were provided based on a systematic literature review as well as how the results may be conveyed and communicated for the treatment of heart diseases using a cost effectiveness ranking or league and providing valid information within a limited space aiding decision makers on the allocation of healthcare resources The thesis also includes decision support in the form of cost effectiveness analysis on catheter ablation treatment Paper IV provides an example of presenting evidence in the form of a decision analytic model The modelling approach provides an analytic framework for decision making specifically under conditions of uncertainty as in the introduction of new medical technology Catheter ablation was associated with reduced cost and an incremental gain in quality adjusted life years QALYs and was considered a cost effective treatment strategy compared to the medical treatment strategy in a lifetime perspective

Collected Papers. Volume VIII Florentin Smarandache, 2022-04-01 This eighth volume of Collected Papers includes 75 papers comprising 973 pages on theoretic and applied neutrosophics written between 2010 2022 by the author alone or in collaboration with the following 102 co authors alphabetically ordered from 24 countries Mohamed Abdel Basset Abdullah Gamal Firoz Ahmad Ahmad Yusuf Adhami Ahmed B Al Nafee Ali Hassan Mumtaz Ali Akbar Rezaei Assia Bakali Ayoub Bahnsse Azeddine Elhassouny Durga Banerjee Romualdas Bausys Mircea Bo coianu Traian Alexandru Buda Bui Cong Cuong Emilia Calefariu Ahmet evik Chang Su Kim Victor Christianto Dae Wan Kim Daud Ahmad Arindam Dey Partha Pratim Dey Mamouni Dhar H A Elagamy Ahmed K Essa Sudipta Gayen Bibhas C Giri Daniela G fu Noel Batista Hern ndez Hojjatollah Farahani Huda E Khalid Irfan Deli Saeid Jafari T m t p Gb l h n Ja y ol Sri Pati Jha Sudan Jha Ilanthenral Kandasamy W B Vasantha Kandasamy Darjan Karaba evi M Karthika Kawther F Alhasan Giruta Kazakeviciute Januskeviciene Qaisar Khan Kishore Kumar P K Prem Kumar Singh Ranjan Kumar Maikel Leyva V zquez Mahmoud Ismail Tahir Mahmood Hafsa Masood Malik Mohammad Abobala Mai Mohamed Gunasekaran Manogaran Seema Mehra Kalyan Mondal Mohamed Talea Mullai

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Kazimieras Zavadskas **A review of multi-criteria decision-making applications to solve energy management**

problems: Two decades from 1995 to 2015 Abbas Mardania ,Edmundas Kazimieras Zavadskas,Zainab Khalifah,Norhayati
Zakuan,Ahmad Jusoh,Khalil Md Nor,Masoumeh Khoshnoudi, Energy management problems associated with rapid
institutional political technical ecological social and economic development have been of critical concern to both national and
local governments worldwide for many decades thus addressing such issues is a global priority **Affect and cognition in
upper echelons' strategic decision making: Empirical and theoretical studies for advancing corporate
governance.** Matteo Cristofaro,Yongjian Bao,Sana Chiu,Ana Beatriz Hernández-Lara,Leticia Perez-Calero,2023-02-15

Financial Decision-Making in the Foodservice Industry Amit Sharma,2019-12-20 The study of decision making in
foodservice is still a relatively new area of scholarly interest The application of cost benefit analysis and behavioral finance
and economics in the foodservice context is rare This volume Financial Decision Making in the Foodservice Industry
Economic Costs and Benefits fills that gap and focuses on cost benefit analysis decision making behavioral finance economic
theories and their application in foodservice and restaurant industry The volume synthesizes these major themes by
developing new theoretical foundations and presenting findings from the investigation of managerial practice The authors
cover an abundance of topical issues including ethical obligations in foodservice sustainability issues in the foodservice
restaurant industry farm to school and local food expenditures in school foodservice settings managerial traits and behavior
in the foodservice industry and more *A Summary of Commissioned Papers Prepared for the National Advisory Council for
Career Education* Keith E. Smith,1976 Decision Making David E. Bell,Howard Raiffa,Amos Tversky,1988 Decision
Making in Entrepreneurship Dean A. Shepherd,2016-11-25 In this volume Dean Shepherd focuses on the varying topics of
entrepreneurship unified through conjoint analysis Although the topic of entrepreneurial decision making is broad in doing so
he reveals the mechanisms that come into play during the entrepreneurial decision making process Group Decision and
Negotiation in an Uncertain World Ye Chen,Gregory Kersten,Rudolf Vetschera,Haiyan Xu,2018-06-07 This book constitutes
the refereed proceedings of the 18th International Conference on Group Decision and Negotiation GDN 2018 held in Nanjing
China in June 2018 The field of Group Decision and Negotiation focuses on decision processes with at least two participants
and a common goal but conflicting individual goals Research areas of Group Decision and Negotiation include electronic

negotiations experiments the role of emotions in group decision and negotiations preference elicitation and decision support for group decisions and negotiations and conflict resolution principles The 15 full papers presented in this volume were carefully reviewed and selected from 143 submissions They were organized in topical sections named theoretical concepts of group decision and negotiation decision support and behavior in group decision and negotiation and applications of group decision and negotiations

Handbook of Decision Making Goktug Morcol,2006-11-01 Handbook of Decision Making includes the wisdom of the long theological and philosophical traditions of human society as well as a systematic exploration of the implications of contemporary evolutionary theories Common patterns in decision making styles are identified as well as the common variations that different contexts may generate The text covers the multiplicity of mainstream decision making styles such as cost benefit analysis and linear programming It also explains alternative and emerging methods such as geographic information systems Q methodology and narrative policy analysis Practical applications are discussed using decision making practices in budgeting public administration and governance drug trafficking and information systems

Data-Based Decision Making and Digital Transformation Daniel J. Power,Ciara Heavin,2018-05-31 Digital disruption is accelerating Implementing a successful digital transformation strategy requires that senior managers make trade off decisions to reinvent a business Equally important all decision makers must learn to ask the right questions use data and computer support in decision making and increase their knowledge and skills Creating a data centric culture and rewarding data based decision making leads to successful digital transformation Join the digital journey This book is targeted at managers especially middle level managers who are trying to come to grips with using data based decision making in a transforming organization The authors explore a number of broad questions including How can managers become data based decision makers How can digital transformation become part of an organizational strategy What new skills do managers need to implement digital transformation How will we know an organization has been successfully transformed

Decision-making ,1968 *MPPSC General Aptitude Test Paper 2 Guide for 2021 Exam* Arihant Experts,2021-02-11 1 MPPSC General Aptitude Test Paper II is designed for state civil services 2 The book is divided into 4 main subject as per the latest syllabus 3 It gives the complete coverage on the theory 4 Solved Papers 2014 2019 are provided for practice 5 5 practice sets are given for the quick revision of the chapters Madhya Pradesh Public Service Commission publicly known as MPPSC is a state government agency that opens a recruitment window every year for Indian nationals holding bachelor s degree for the posts of State Services The recruitment exam is conducted in three phases namely Preliminary Mains and Interview Study Package MPPSC General Aptitude Test Paper II has been re designed carefully to provide the best study resources to prepare candidates for the second paper of MPPSC State Services Preliminary Examination 2021 The book divides the whole syllabus into chapters under 4 main subjects as prescribed by the board It also includes the Solved Papers from 2019 to 2014 to bring the better understanding of the exam pattern and 5 Crack Sets have been arranged at the end of

the book to allow aspirants to analyse their preparation level A highly useful study guide based on the latest exam pattern this study package is a perfect book to follow for scoring well in the upcoming MPPSC General Aptitude Test Paper II TOC Comprehension Interpersonal Skills Communication Skills Logical Reasoning Analytical Ability Decision Making Problem Solving General Mental Ability Basic Numeracy Hindi Bodhgamyata Crack Sets 1 5 Managerial Decision-Making From the Perspectives of Behavioral Science and Neuroscience Wuke Zhang,Peter Ping Li,Jie Yu,Liuting Diao,Senqing Qi,2023-03-03

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