Decision Making and Quantitative Business Methods
# Decision Making and Quantitative Business Methods

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Accreditation

Italian Ministry of Education, University and Research

The Rome Business School has been recognized by the MIUR (Italian Ministry of Education, University and Research) as a research centre, and is listed in the National Research Registry with the code 61598.

Italian Republic and Chamber of Commerce

The Rome Business School is legally recognized and authorised by the Italian Republic and Chamber of Commerce to deliver:

“Management training and consultancy, marketing and communication services, education design, editorial activities by any means, including online publishing, except in the daily press”.

European Union

The Rome Business School is officially registered as a participant organization of the Education and Culture Directorate-General and the Education, Audiovisual and Culture Executive Agency of the European Commission, with the Participant Identification Code (PIC) n. 937625960.

ISO 9001:2008

The Rome Business School has obtained the ISO 9001:2008 certification, that recognizes the top quality standards of our training activities. The ISO 9001:2008 accreditation recognises that our organization implements the quality systems that provide the foundation for excellent customer satisfaction, staff motivation and continuous improvement.

ASFOR

ASFOR is the Italian Association for Management Training. It was founded in 1971 and, since then, its primary purpose has been to develop the Italian managerial culture and adapt it, by improving it, to the constant global social and economic changes.
Introduction
The course provides participants with mathematical formulae for the resolution of business problems. Although main mathematical theories and tools will be reviewed, the module has a predominantly practical scope; namely, to resolve management problems in mathematical terms.

Learning Outcomes
Upon the successful completion of the course, students will be able to:
- To be proficient in manipulating quantitative data into useful information
- To apply mathematics to common business problems
- To solve basic business problems using quantitative techniques

Contents
- Quantitative Analysis
- Models of Cost, Revenue and Profit
- Basic relationship of probability
- Bayes Theorem
- Simpson’s Paradox
- Binomial probability distribution
- Poisson Probability distribution
- Normal and exponential probability distribution
- Decision making with and without probability
- Utility and decision making
- Game theory
- Time series analysis and forecast
- Linear programming and sensitivity analysis
- Application to Marketing, Finance and Operations cases
- Supply chain models
- Advanced optimization applications
- PERT/CPM
- Inventory models

Teaching methods
In line with the Rome Business School’s general approach and the best international standards, the course is designed with the aim of providing excellent training with an emphasis to its concrete application in the job, professional and company markets.

Therefore, the course involves both mainly one way teaching phases – to accurately transfer the reference conceptual models – and practical application sessions aimed at developing your operational and management capabilities.

Your progress in the subjects taught will be tested and consolidated through exercises related to actual managerial cases.
Learning Options

The course can be taken using the following formulas

- **On-campus**: Lectures are held fortnightly, on Friday and Saturday
- **Distance learning**: by means of a cutting edge e-learning platform with live lectures and intensive teacher-student interaction
- **In house**: to be agreed upon based upon the needs of the applying organisation.

Distance Learning with LIVE lectures

**Innovative managerial training… live!**

You will be able to attend the live lectures from the comfort of your home or anywhere you may choose, with the same learning effectiveness of the on-campus lectures.

For this option, the Rome Business School employs a cutting-edge online platform, through which you will be able to:

- Follow lectures with full video and audio
- Interact in real time in audio and video with the teacher and the other attendees
- Collaborate and share documentation
- Watch the recording of the lectures whenever you want to

**What will you need?**

To get the most out of our lectures, you will need:

- A PC or mobile device with an internet connection
- An audio connection through PC or headphones/microphone
- A webcam (optional)

Excellent learning materials

- We will supply you with all the course’s learning materials as for the on-campus option (books, text books, etc), and you will be able to study and exercise from the comfort of your own home, at your own pace.

A personal tutor at your disposal

- Besides the learning materials, you will benefit from the constant support of a Rome Business School tutor. The tutor will follow you through the whole course, will check your exercises and will be constantly at your disposal for any clarification and amplification.

Possibility of attending on-campus lectures

- Should you wish to, you are given the possibility to attend some of the on-campus course lectures, arranging your visit with our secretary’s office in order to best suit your needs.

Learning assessment

- For each of the learning modules, you will be given a written evaluation in order to monitor your learning progress.

A forum dedicated to the sharing of experiences between students

- Through our dedicated online forum, you will be able to communicate and share experiences and ideas with other attendees of the MBA.

The same qualifications and certification as the on-campus course

- The distance learning option MBA course entitles you to the same qualifications and career service as the on-campus course option.

Language

The course is taught in English
Benefits

HIGH QUALITY LECTURES
All Rome Business School teachers are highly selected and internationally renowned trainers who come from a multitude of operational and professional environments. They are therefore able to provide a wealth of up to date experiences and competencies.

TUTORING
Besides the teacher, the participant will be assisted by a specialised Rome Business School tutor, who will ensure the best progress of the training sessions.

DOCUMENTATION
Participants will be issued with a wealth of documentation, including:
- Slides,
- Lecture notes,
- Case studies,
- Articles,
- Useful links

CERTIFICATE
At the end of the course, the official Rome Business School certificate will be awarded.

REGISTRATION IN THE ROME BUSINESS SCHOOL ALUMNI ASSOCIATION
Participation in the course entitles to be enrolled in the Rome Business School Alumni Association, the international Rome Business School network through which students can share ideas, experiences and projects and take advantage of exclusive training-cultural opportunities.

POST-COURSE ASSISTANCE
The Rome Business School's teachers and experts remain available for students for any further explanation, clarification and assistance beyond course conclusion.

Participation fee
The participation fee for the course is € 1850.

The participation in this course is valid for the completion of the Rome Business School's MBA - Master of Business Administration

Contacts
Rome Business School
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Tel.: + 39 0664783633
Fax: +39 06 96708812
Website: www.RomeBusinessSchool.it
Facebook: www.facebook.com\RomeBusinessSchool
Testimonials

“Studying at Rome Business School was an important experience through which I was able to acquire new knowledge and skills, which are proving useful both in terms of professional and personal development. The Rome Business School is a structure the purpose of which is to provide students with excellent training. The courses are rich in stimuli that increase skills, thus creating the basis for future marketability in the workplace. The high quality of teaching represents an added value. The Rome Business School, in my opinion, is not simply something to try but something to attend.”

Augusto Gregori – Manager

“My experience at the Rome Business School was very positive, primarily because the environment is so unique and unlike that of any other school. The edge the school offered me lies mostly in the excellent teaching staff and the countless opportunities to make international connections. I recommend it wholeheartedly.”

Emanuel Luongo – Entrepreneur

“I came, I saw, but only with what I learned was I able to conquer! All thanks to the Rome Business School. The Rome Business School has literally transformed me into a better professional. Today, I run a business in my home country – Nigeria – thanks to the Rome Business School.”

Humphrey Akanazu, Consultant
HOW TO REGISTER

To register you have to:

1) fill in the REGISTRATION FORM attached to this leaflet, which can also be downloaded from: http://romebusinessschool.it/DOCS/REGISTRATIONFORM.pdf

2) complete the payment via bank transfer, with your details and the title of the course. Payments must be made to:
   
   **Bank account holder:** Rome Business School  
   **IBAN:** IT15 W02008052190000102125005  
   **BIC/SWIFT:** UNCRITM178L  
   **Bank account number:** 102125005  
   **Bank name:** UNICREDIT spa  
   **Bank address:** Piazza Gimma, 14 - 00199 Roma, Italy

3) send both the form and the bank transfer receipt via e-mail to info@romebusinessschool.it or fax to +39 06 96708812
Registration Form

To be faxed to +39 (0)6 96708812 or emailed to info@romebusinessschool.it

Place and Date of Commencement: .................................................................
Participant: Surname ........................................................ Name ........................................
Address ........................................................ City ........................................
State ........................................................ Zip ........................................ Country ................................
Phone ........................................................ Fax ........................................ Email ......................................

Qualification: [ ] Student [ ] Entrepreneur [ ] Manager [ ] Professional
[ ] Freelancer [ ] Other .................................................................

Company billing information:
Company name: .................................................................
Address: ........................................................ City ........................................
State: ........................................................ Zip: ........................................ Country: ................................
VAT: ........................................................ Tax Code: .................................................................
Point of Contact:
Surname: ........................................................ Name: ........................................
Phone: ........................................................ Fax: ........................................ Email: ......................................

Only for registration as an employee:

Payment of Euro ........................................................ made by Bank transfer:
BANK ACCOUNT HOLDER: Rome Business School
IBAN: IT15W0200805219000102125005,
BIC SWIFT CODE: UNCRITM178L,
BANK ACCOUNT NUMBER: 102125005  BANK NAME: UNICREDIT

PAYMENT (to be made at the time of enrollment)

Promotional Code (if available):

CONTRACT CLAUSES

1 - COMPLETION OF REGISTRATION: Registration is considered complete upon receipt by the Rome Business School of this form, duly filled in and signed for acceptance, along with the payment.

2 - CANCELLATION: It is possible to cancel participation in the course within 9 calendar days (inclusive) preceding its starting date, communicating the decision by fax or email. In this case the sums already paid will be returned. If the cancellation is received beyond the aforementioned time limit, the Rome Business School will be entitled to charge the full fee.

3 – IMPOSSIBILITY TO PARTICIPATE: In case of absence at the beginning of the course, the Rome Business School will be entitled to issue an invoice for the full amount and retain the amount already paid, subject to the possibility of the participant to enroll in another edition or another course of equal amount.

4 - WITHDRAWAL: In case of withdrawal of the participant from the course once it has already begun, the Rome Business School will be entitled to issue an invoice for the entire fee; the participant will retain the right to keep the educational materials distributed during the course.

5 - CHANGE OF PROGRAMME: For didactic and organizational reasons, the Rome Business School reserves the right to postpone scheduled classes and modify the programme and/or replace teachers. Any changes will be promptly communicated to the companies and participants.

6 - LIABILITY OF PARTICIPANTS: Participants in the courses/Master’s Degrees are personally responsible for any damage caused to the classrooms, equipment and other items in the rooms used by the Rome Business School. Participants are also required to abide by the internal regulations (signing registers, using computer equipment, etc.).

7 - PRIVACY: The processing of personal data is carried out by the Data Bank of the Rome Business School in compliance with the provisions of personal data protection laws. Your data will not be disclosed to third parties, and you may at any time request its erasure. Should you not wish to receive further communications about our activities, please tick this box [ ]

8 - DISPUTES: In case of any dispute, the Court of Rome shall be competent, to the exclusion of any other Court. By signing this form, I declare that I have read and accept all the conditions specified in the “Contract clauses”.

Date: .................................................................
Signature (with stamp if company/institution)

Date: .................................................................
Signature (with stamp if company/institution)