Decision Making & Communication: Wartime Tactics Translated to Modern Business

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Course#:

Tues, 3-4:30

Open to: All

Decision making may appear to be a simple coin-toss between a random pick or a lengthy debate; in fact, it is often a delicate balance that can be found beyond boardrooms. Historical military leaders exemplified individual versus group decision making and battles were won or lost by those choices. The American Civil War, for example, was rife with both genius choices and staggering losses. This course will explore how decision-making models and theories were used to potentially predict loss or victory and how that can be applied to today’s world.

From hard riding through medieval battlefields to the courier pigeons of World War I, communication was essential for wartime. How did those methods of communication preclude the modern methods of texting and email, and how can it be used to support decision making in our businesses today?

At the conclusion of this course, students will be able to:

1. Describe methods and styles of communication that are most efficient for businesses;

2. Compare and contrast historical communication as the precursors to today’s communications;

3. Analyze the choices of military leaders on the battlefields compared to the outcomes;

4. Translate battlefield decisions into modern business decisions and transactions;

5. Master different theories of decision-making to apply to historical battles and outcomes.