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Thesis Title:
Unstructured Strategic Decision Making Processes: CRE Decision Making in the Italian Consulting Industry

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Citation:
This thesis is an empirically-grounded study aimed at elucidating reasons for success in strategic decision-making processes. A multi-dimensional model of successful decision-making was developed and applied to nine strategic decisions in seven organizations. The results demonstrated how managers can reach successful decisions by balancing problem complexity, process richness, and cohesion. While providing additional evidence to support some of the most established theories of strategic decision-making, the multi-dimensional model is a first step to reinterpret and integrate their mono-dimensional arguments.