



# Individual Decision-Making and Argument

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Complex processes, structures, and environmental interactions characterize contemporary institutions and organizations. One challenge economists, analysts, and marketers face is understanding the decision-making process. Likewise, scholars have shown increased interest in understanding decision-making outcomes to make better theoretical predictions, develop effective strategies, and suggest better public policies (Jiménez & Brocos, 2021). Consider behavioral complexities of the business context, in which people are situated, are reflected in their decision-making and behavioral mechanisms. In this sense, individual decision compromises different selves in a complex context. For example, senior management often considers the company's needs, available resources, staff capabilities, and the company's vision, mission, and environment while making a corporate decision. The processes entailed in decision-making involve cognitive processes underlying arguments and choices.

## Interpersonal Theories

### The Naïve Scientist and Attribution Approach

Social cognition broadly describes how people process, encode and use information to make sense of others' behavior in social contexts. How a person organizes and uses social information is crucial in understanding personal and group processes, conformity, and social identity. Humans are rational and can solve complex problems using sophisticated logic to develop solutions and construct arguments (McAlaney & Benson, 2020). Therefore, people apply these principles in everyday activities and social

# Individual Decision Making Process Paper

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