



**INTRODUCTION TO**

**DECISION MAKING**

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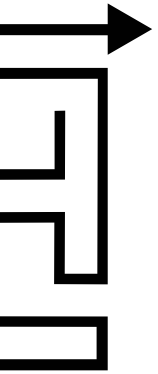
# 01



**INTRODUCTION:  
WHY DECISION  
ANALYSIS?**

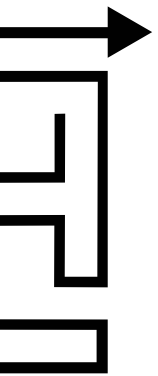
# Why decision analysis?

Let's cut this tree shading my house!



# Why decision analysis?

Ops!!!





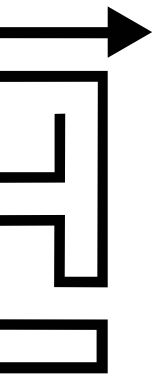
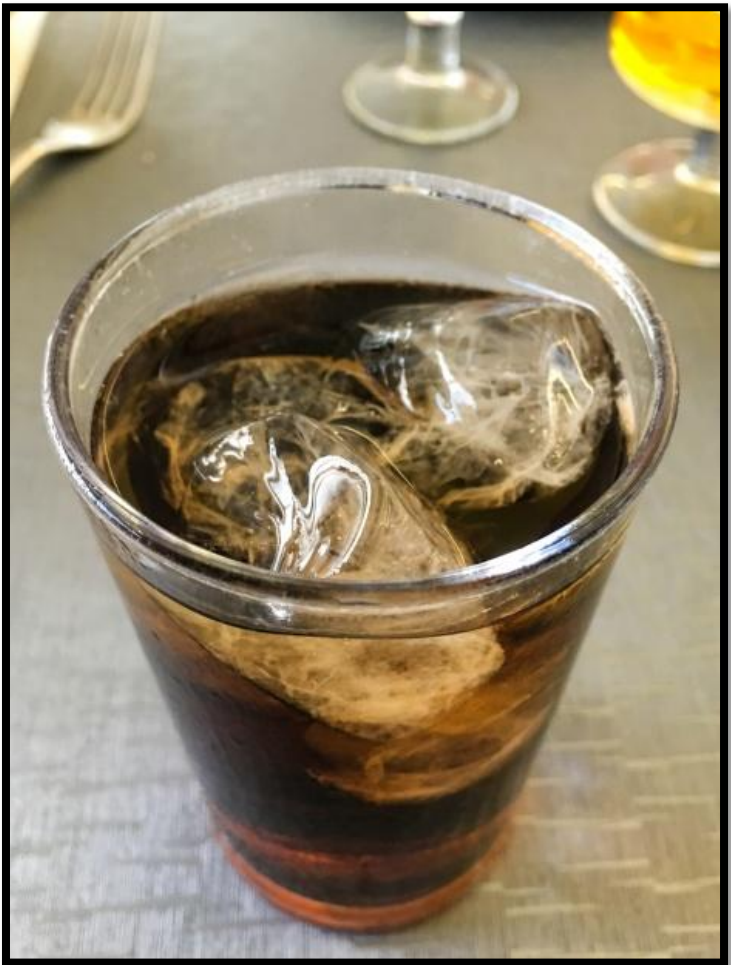
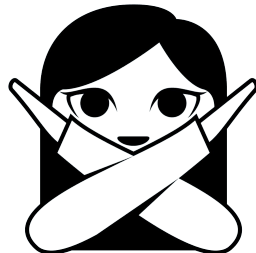


**“Humans are quite bad at making complex, unaided decisions” (Slovic et al., 1977).**

**Individuals respond to complex challenges  
by using intuition and/or  
personal experience**

# Would you pay €25,00 for a coke?

Hell no!!!





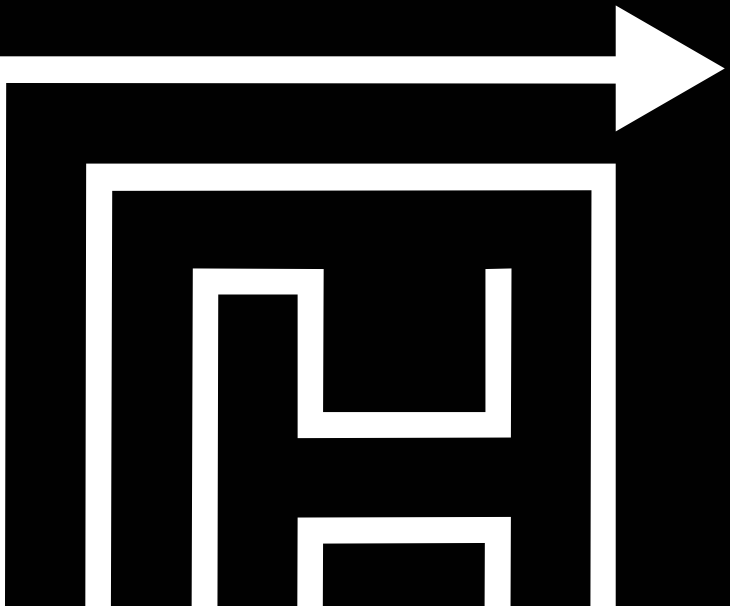
Would you pay €25,00 for a coke?

**OUCH!**





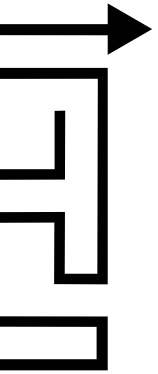
# 02



**STRUCTURED  
DECISION**

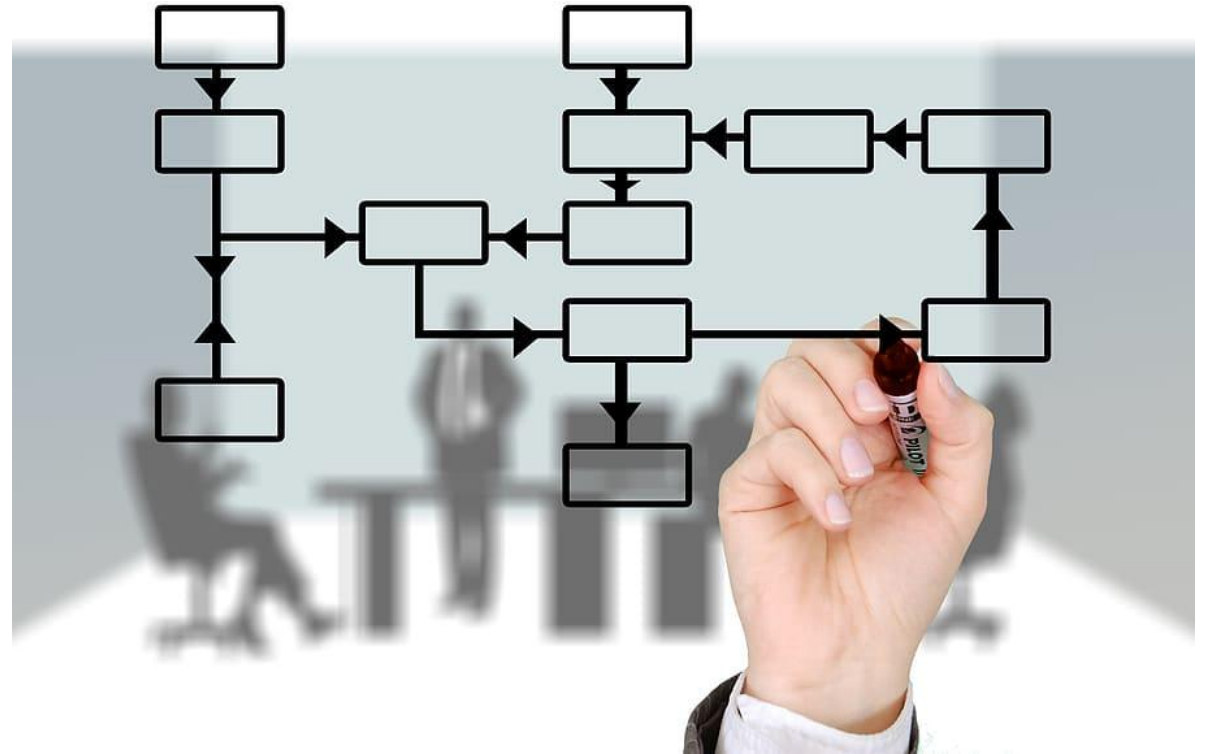
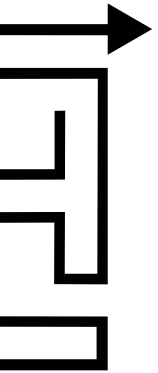
# STRUCTURED DECISION

- Improves objectiveness
- Decreases uncertainty
- Allows repeatability
- Fosters transparency
- Simplifies group decisions
- Force coherence



# How to structure a decision?

- Understand the problem
- Select alternatives
- Select criteria
- Quantify criteria
- Define the Decision Maker
- Elicit preferences
- Model the process
- Take the decision



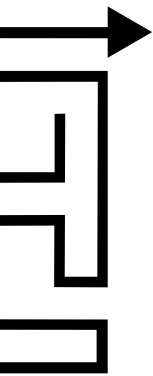


# Understand the problem

How to get rid of it?



A screenshot of the Wikipedia article for 'Hornet'. The page layout includes the Wikipedia logo and navigation links on the left, a search bar at the top right, and the main article content. The article text describes hornets as the largest eusocial wasps and mentions the genus Vespa. A small image of an Oriental hornet is included, along with its scientific classification: Kingdom: Animalia, Phylum: Arthropoda, Class: Insecta, Order: Hymenoptera.



# Select alternatives



Tear down the wall



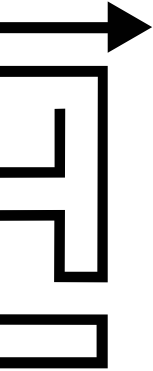
Set the hive on fire



Smash the hive



Smoke the hornets and remove the hive



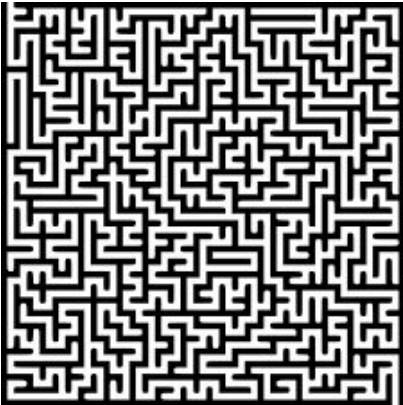
# Select criteria



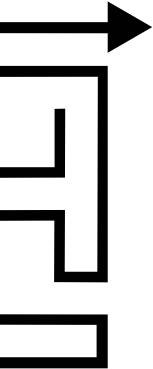
Time



Cost



Feasibility





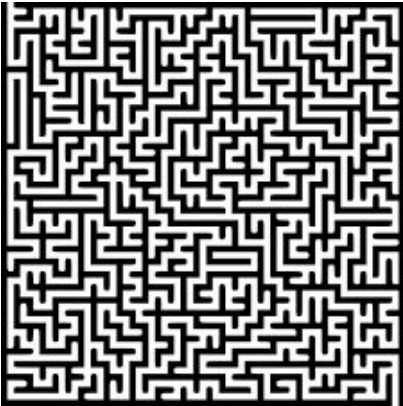
# Quantify criteria



Time = **Hours**



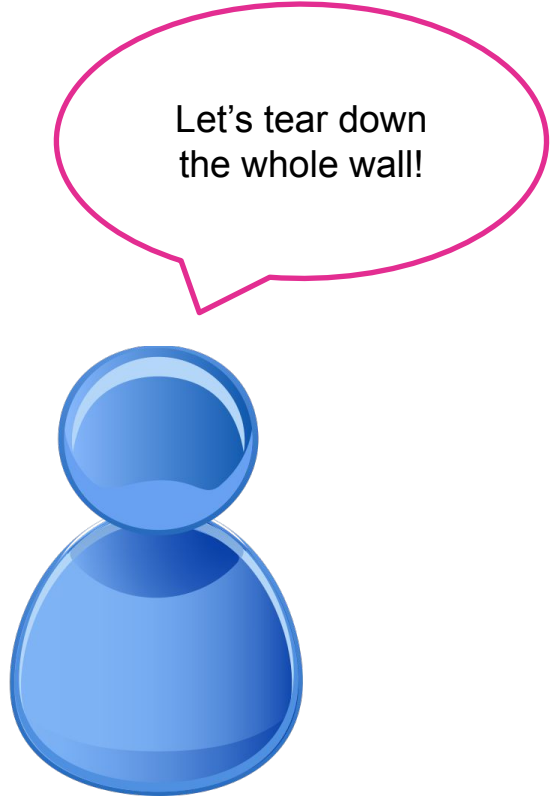
Cost = **Euros**



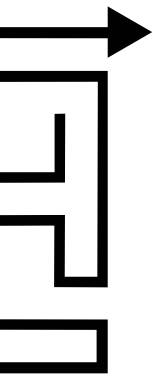
Feasibility = not measurable, need to find **indicators** (location, materials...)

# Define the decision maker

Single DM



Group DM

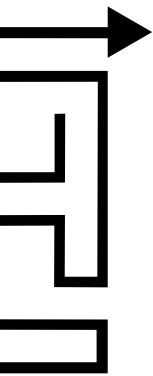


# Elicit preferences

Single DM

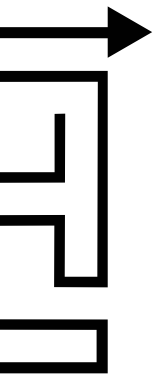
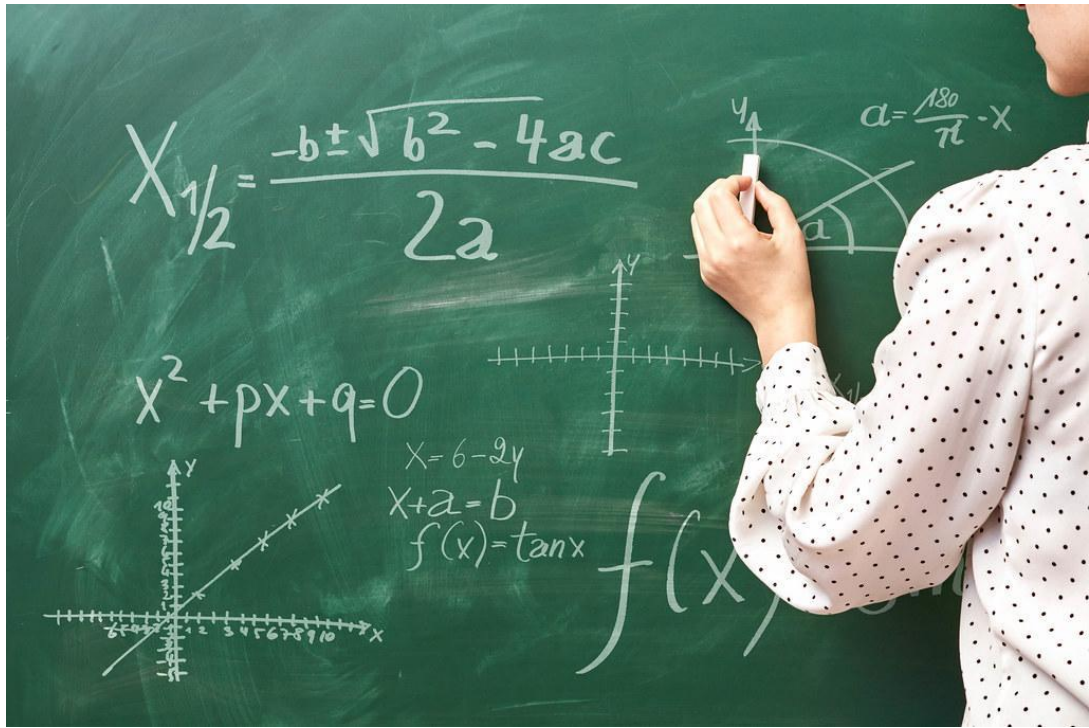


Group DM

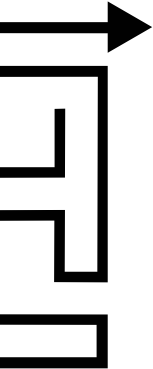




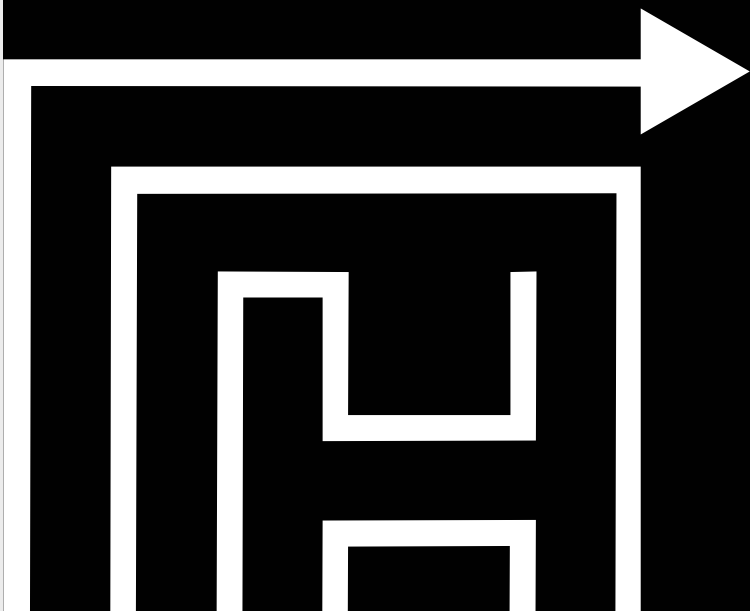
# Model the decision process



# Take the decision



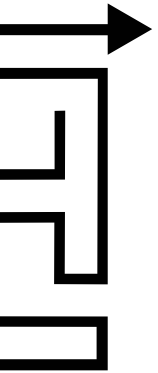
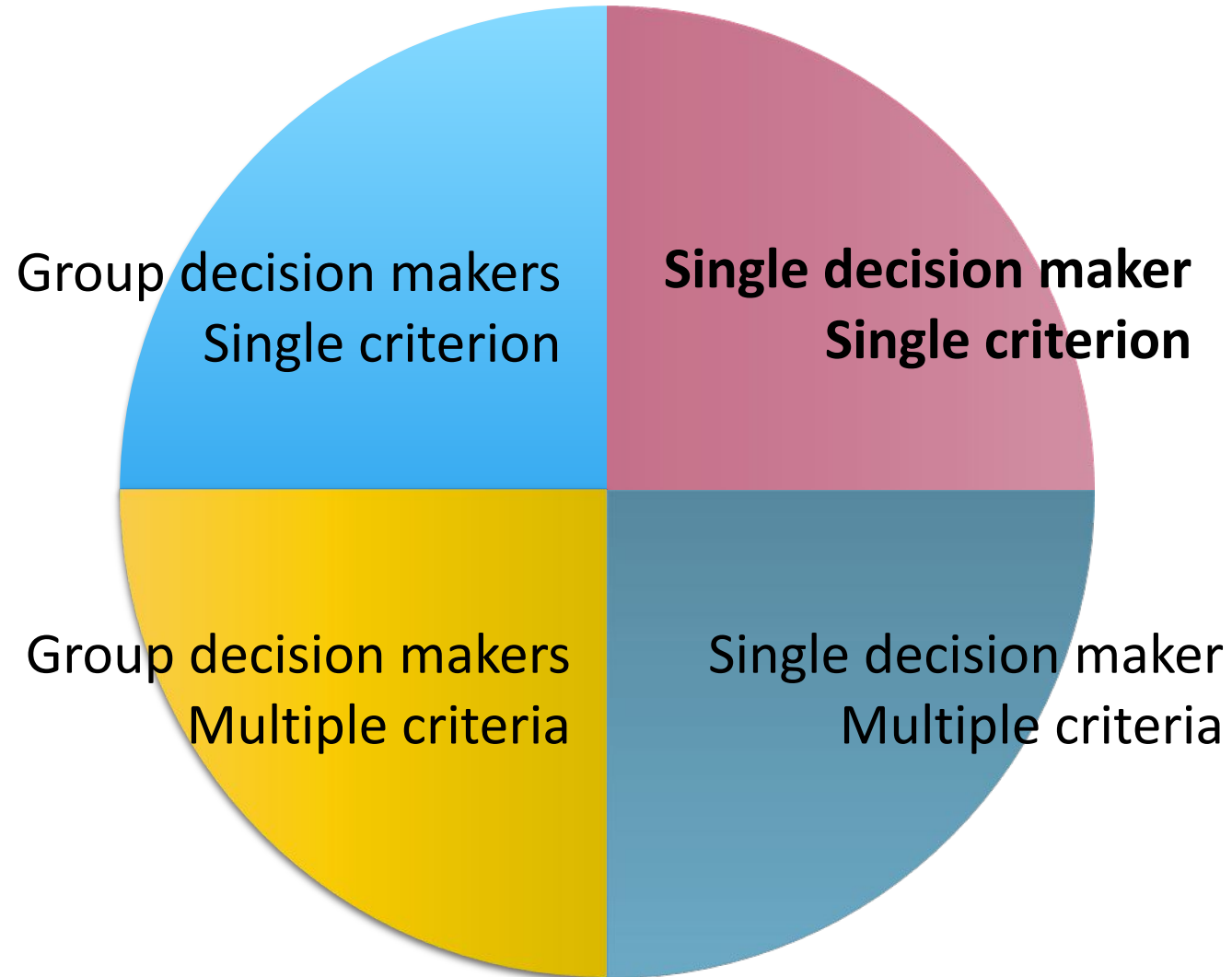
# 03



**DECISION  
PROCESSES:  
Single criterion**



# Four kinds of Decision processes



# Single criterion single DM

## Participating in a lottery

A



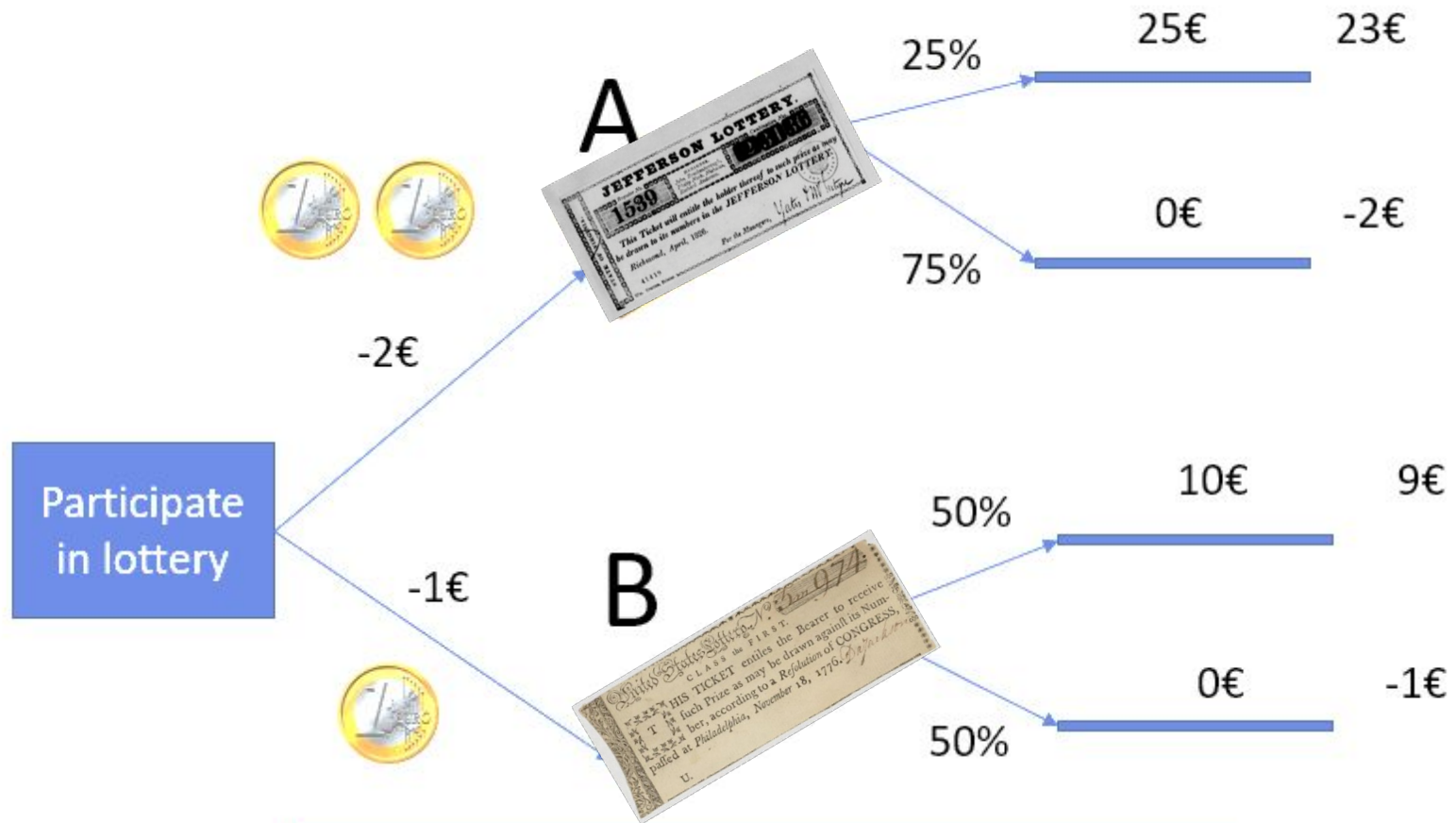
- Costs 2€
- Win 25€
- Winning 25%

B



- Costs 1€
- Win 10€
- Winning 50%

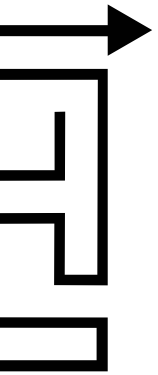
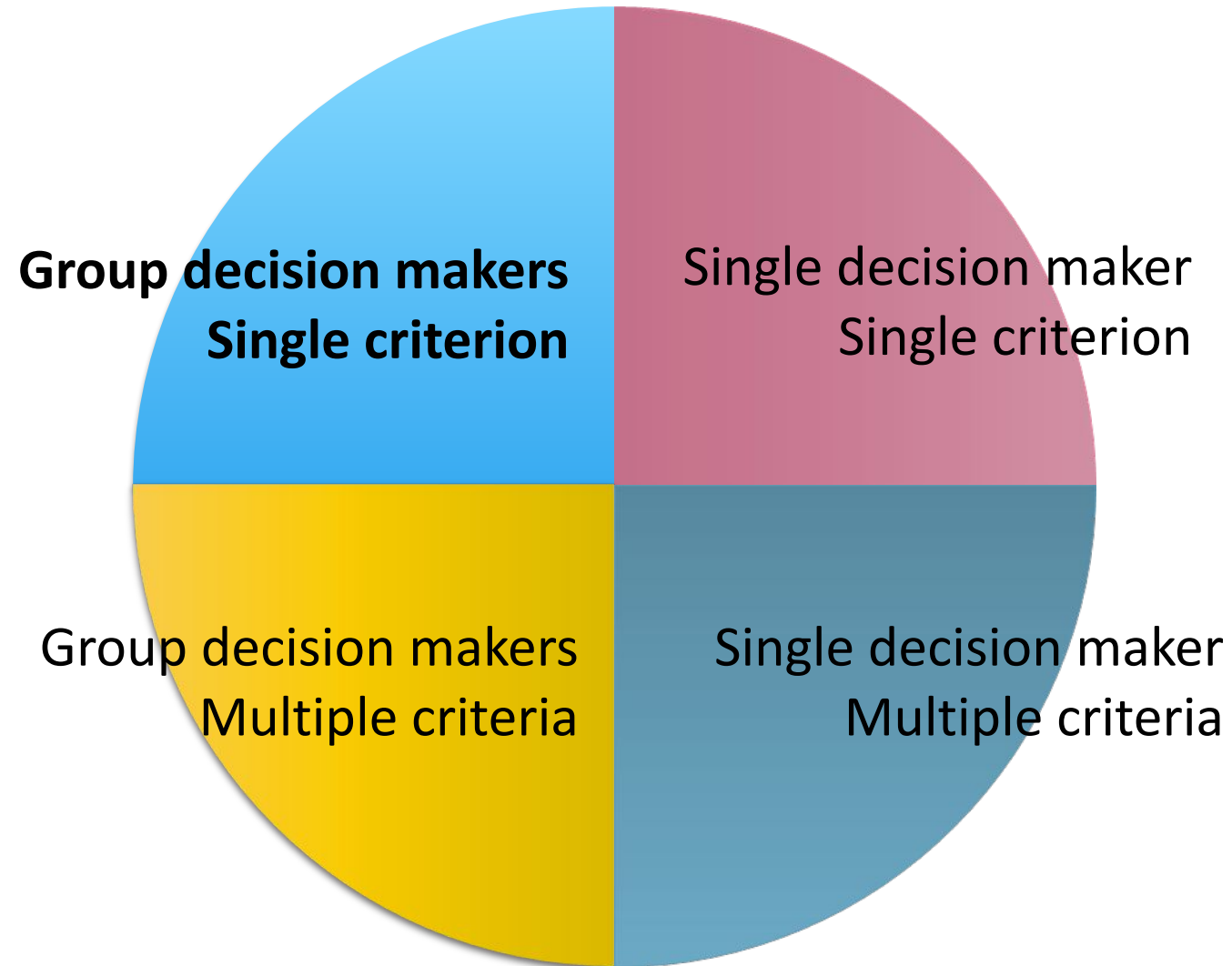
# Decision tree



$$EMV(A) = 0.25 \cdot 23\text{€} + 0.75 \cdot -2\text{€} = 4.25\text{€}$$

$$EMV(B) = 0.50 \cdot 9\text{€} + 0.50 \cdot -1\text{€} = 4.00\text{€}$$

# Four kinds of Decision processes





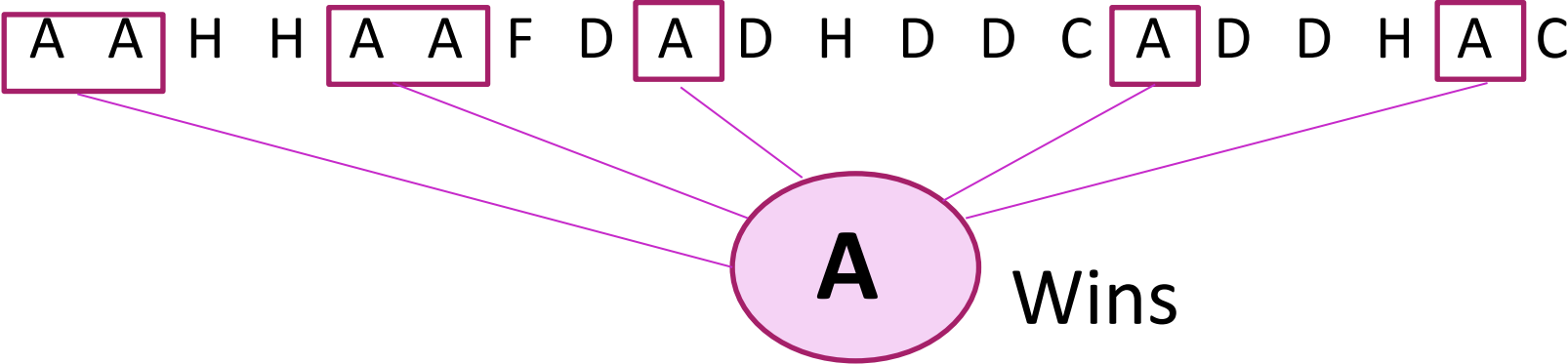
# Single criterion multiple DM

## Elections

Select from 10 candidates (A to J) with 20 voters

How?

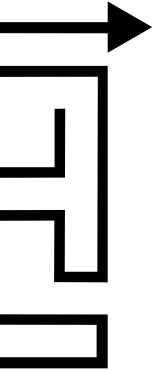
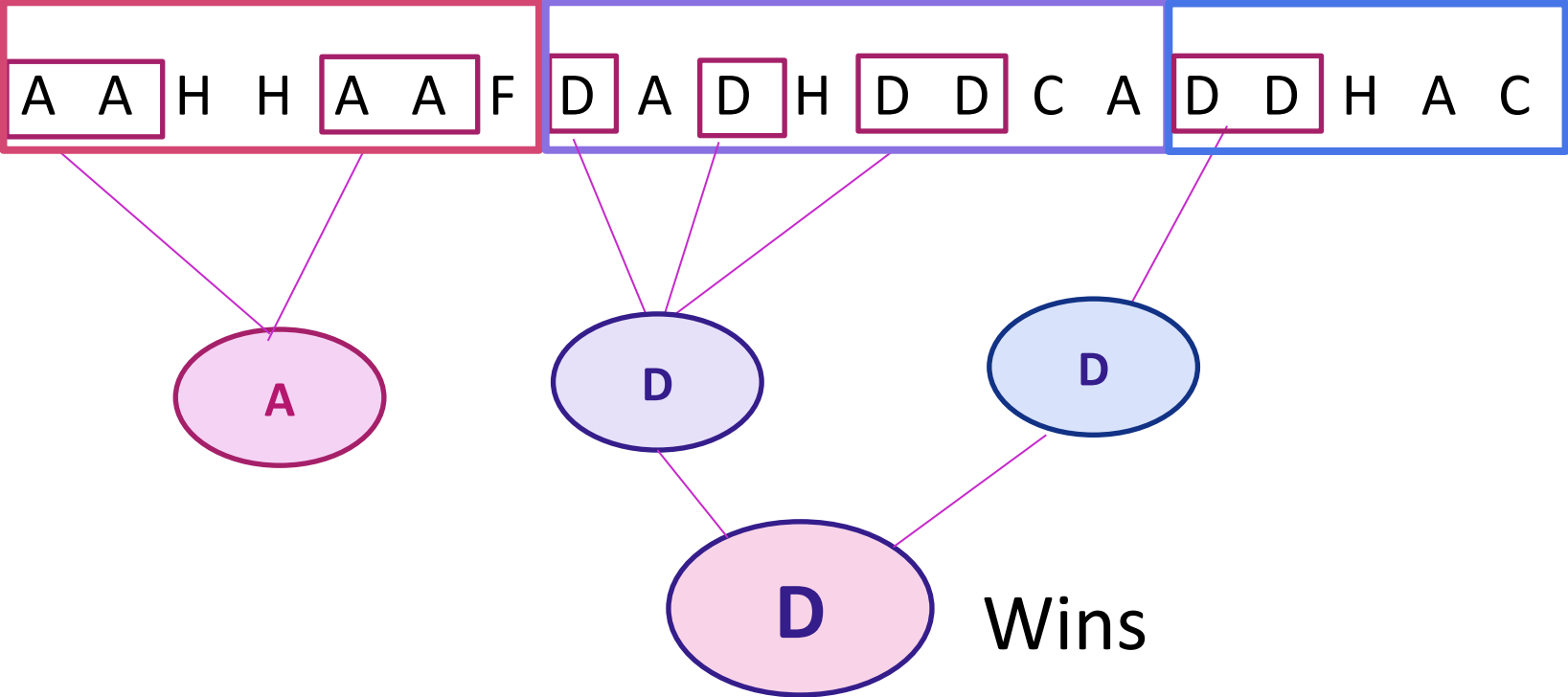
One head one vote



# Single criterion multiple DM

## Electoral College:

Voters are subdivided by geographical area



# Single criterion multiple DM

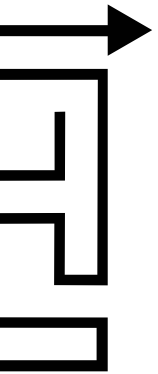
## OTHER METHODS

BORDA COUNT (Jean-Charles de Borda, 1733 – 1799)

- Each voter ranks N candidates
- A score is associated to each position in ranking
- Scores are summed to select the winner

CONDORCET METHOD (Marie Jean Antoine Nicolas de Caritat Marquis de Condorcet, 1743 – 1794)

- Voters ranks the list of candidates in order of preference (ranked ballot)
- The count is conducted by pitting every candidate against every other candidate in a series of hypothetical one-on-one contests
- When all possible pairings of candidates have been considered, if one candidate beats every other candidate in these contests then they are declared the “Condorcet winner”
- If there’s not a “Condorcet winner” a ballot is needed



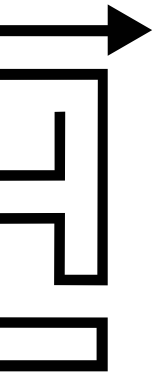
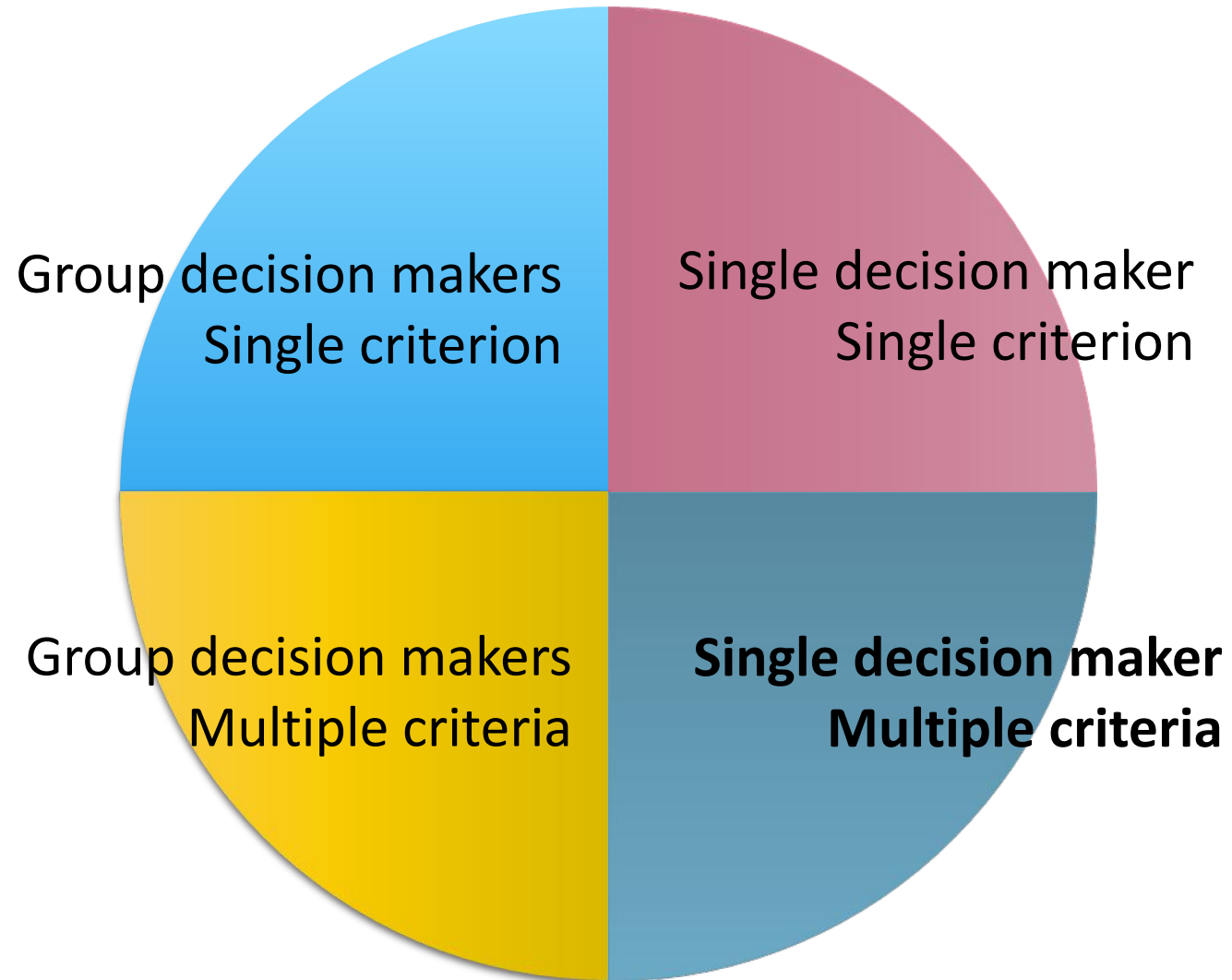
# 04



**DECISION  
PROCESSES:  
Multiple criteria**



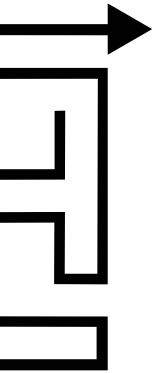
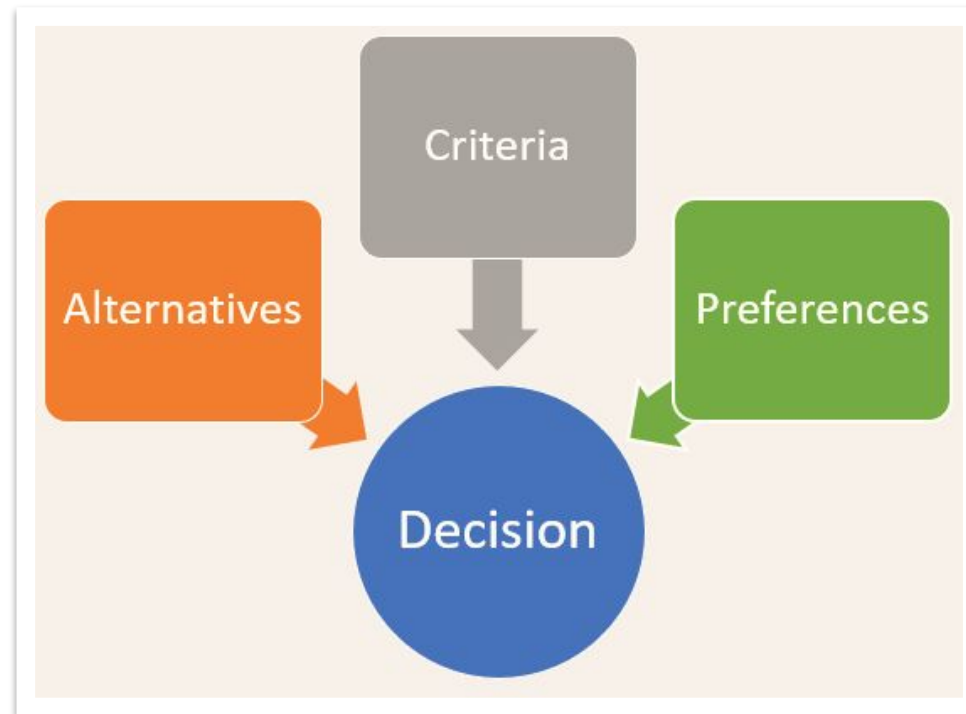
# Four kinds of Decision processes



# Multiple criteria single DM

## Multiple Criteria Decision Analysis

Methodologies to aid decisions when multiple criteria are involved

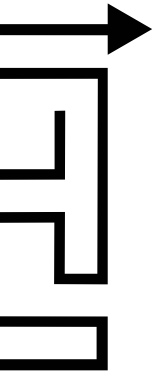


# Multiple Criteria single DM

«Buy a car» example

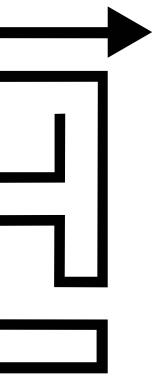
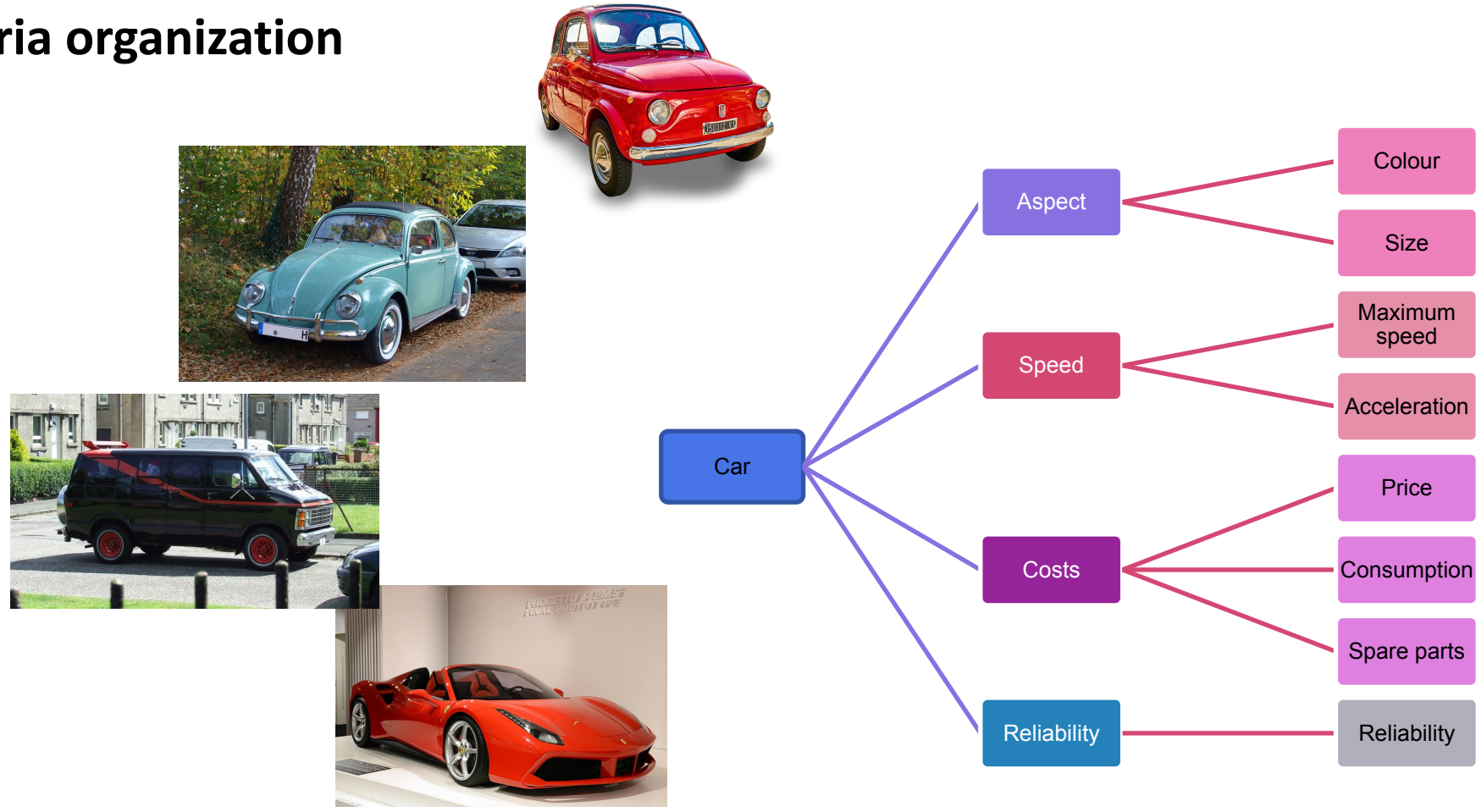


	Colour	Size	Maximum speed	Acceleration	Price	Consumption	Spare parts	Reliability
<b>Fiat 500</b>	white	small	80 km/h	-	5k€	16 km/lit	cheap	low
<b>Beetle</b>	blue	medium	130 km/h	50 sec	8k€	15 km/lit	cheap	medium
<b>Minivan</b>	yellow	big	100 km/h	120 sec	20k€	13 km/lit	cheap	medium
<b>Ferrari</b>	red	medium	280 km/h	6 sec	200k€	2 km/lit	expensive	high



# Multiple criteria single DM

## Criteria organization

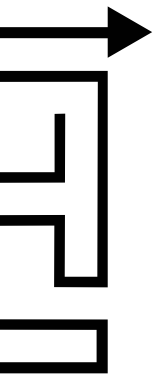




# Multiple criteria single DM

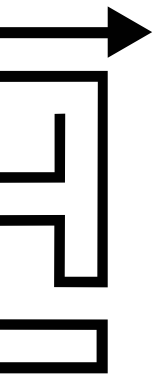
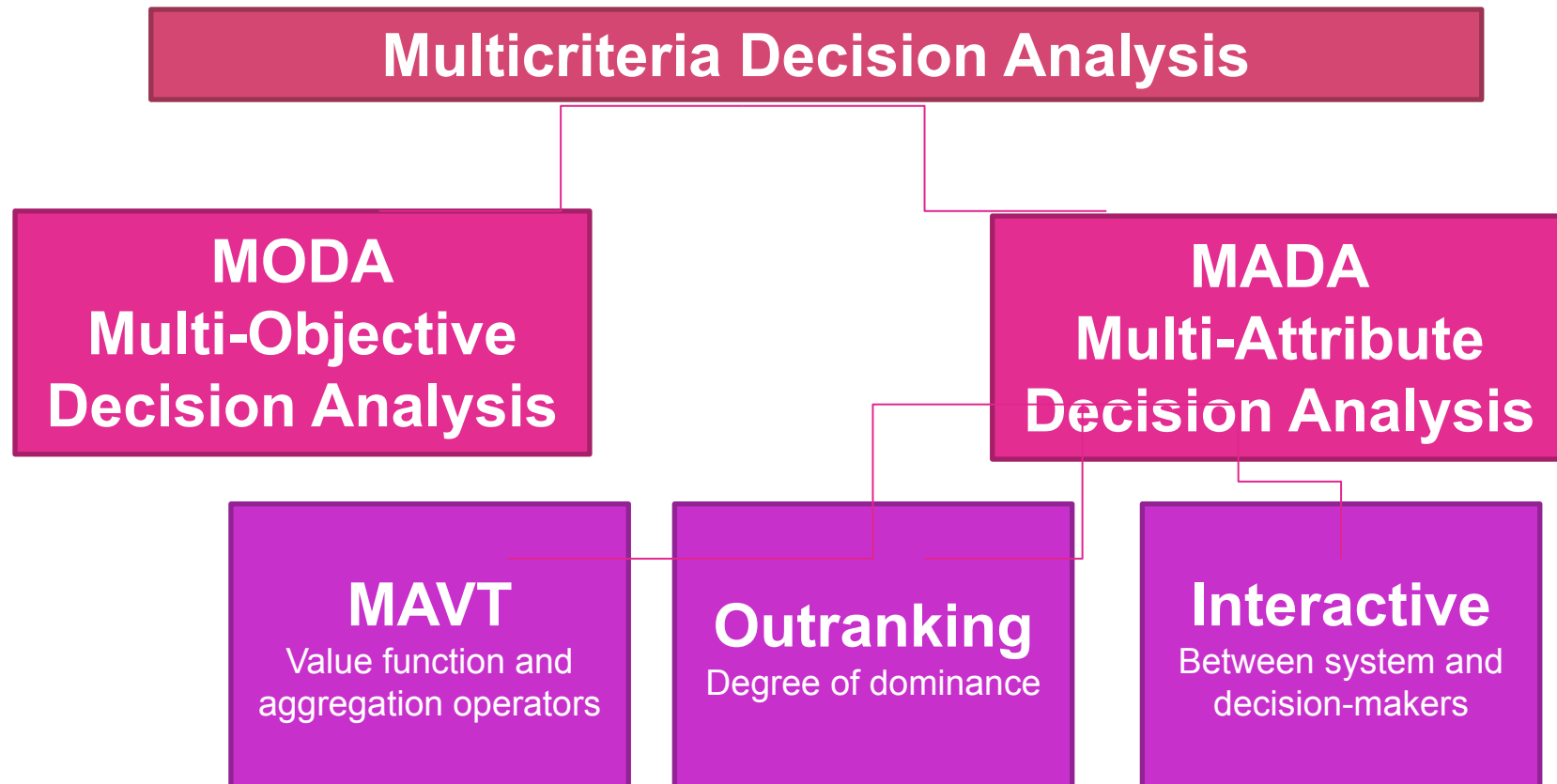
## Measurement scales

- **Nominal scale:** nominal scale datum is equal to some particular value or to count the number of occurrences of each value → Colour (Red, blue, white...)
- **Ordinal scale:** ordinal data can be ranked but differences between two ordinal values cannot be quantified → Size (Big, average, small...)  
→ Reliability (High, medium, low...)
- **Interval scale:** differences can be quantified but there is no natural zero  
→ Maximum speed (Km/hours)  
→ Consumption (Km/Liter)
- **Ratio scale:** differences can be quantified and ratio is meaningful because there is a natural zero → Price (Euros)

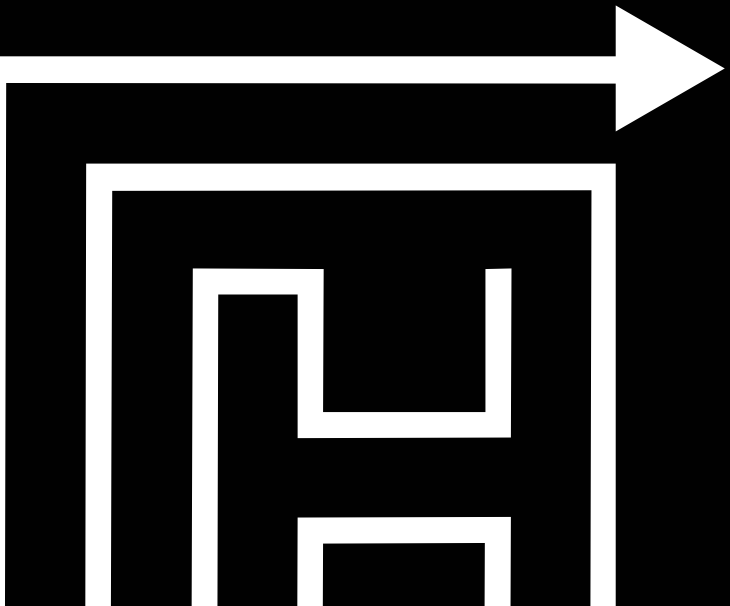


# Multiple criteria single DM

Different measurements scales are **not comparable**: how to aggregate them in order to rank alternatives?



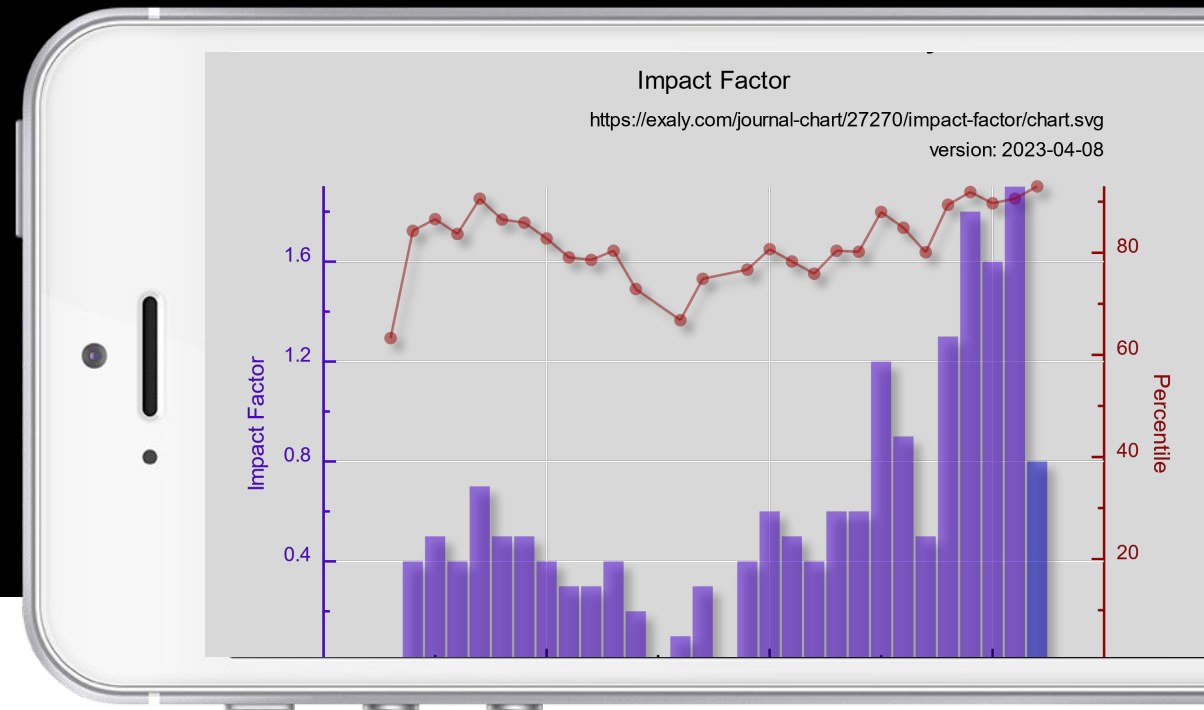
# 05



**Multiple-Criteria  
Decision Analysis  
MCDA**

# MCDA

Multi-Criteria Decision Analysis (MCDA), also known as Multi-Criteria Decision-Making (MCDM), is about making decisions when multiple criteria (or objectives) need to be considered together in order to rank or choose between alternatives.

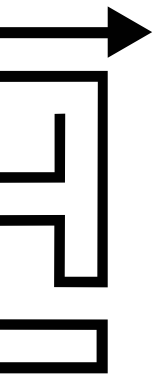




# MCDA applications

Some examples of **MCDA applications** in different fields (business, nonprofits, government, health, education...):

- The local/central government which wants to prioritize its spending
- The health facility that must prioritize patients for access to clinical trial
- The HR department of a company that must shortlist job applicants
- program
- The NGO that needs to select projects or investments for funding
- The University which draw up a students ranking for scholarships
- The person who is choosing a new car (or smartphone, or house...)

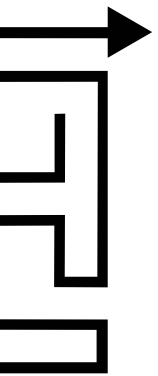


# MCDA Softwares

Multi-Criteria Decision Analysis is supported by **specialized software** which frees “the facilitator/analyst and decision-maker from the technical implementation details, allowing them to focus on the fundamental value judgments” (Belton & Stewart 2002, p. 345).

MCDA softwares are useful (and sometimes essential) in particular:

- for applications involving **many different alternatives and criteria**
- when the methods for determining the weights on the criteria are technically sophisticated



# 06



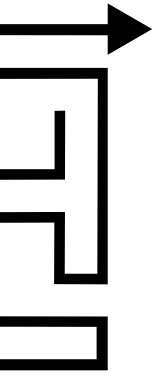
**DECISION  
SUPPORT SYSTEMS:  
an example**

# DSS APACHE Project

The **APACHE project (Active & intelligent PAckaging materials and display cases as a tool for preventive conservation of Cultural Heritage)** has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement N. 814496 (<https://www.apacheproject.eu/>).

**APACHE** aims to find a solution to the long-term preservation questions raised by billions of objects collected in museum, library and archive storages by developing:

- multi-scale modelling to predict Cultural Heritage degradation;
- new generation of active and intelligent storage crates, archive boxes and display cases to improve storage and exhibition;
- collaborative decision-making tools for preventive maintenance.

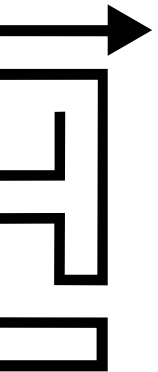


# DSS APACHE Project

The **Decision Support System** developed by GreenDecision s.r.l. in the **APACHE project** is a freely available web application created to help **museum curators** maintain a clear view of their art objects, the materials they are made of and the sensors associated with them.

The Apache Decision Support System (DSS), specifically tailored to tangible, movable and indoor cultural heritage, allows users to assess the conservation status of their artifacts and to **discover and rank the most suitable preventive measures to be applied**.

The tool aims to support **preventive conservation decision making** for cultural heritage collections, through providing basic information concerning the behaviour of a limited number of common materials found in heritage objects, in relation to four well-known sources of environmental deterioration (temperature, relative humidity, light and airborne pollutants).







**Apache DSS by GreenDecision s.r.l.**

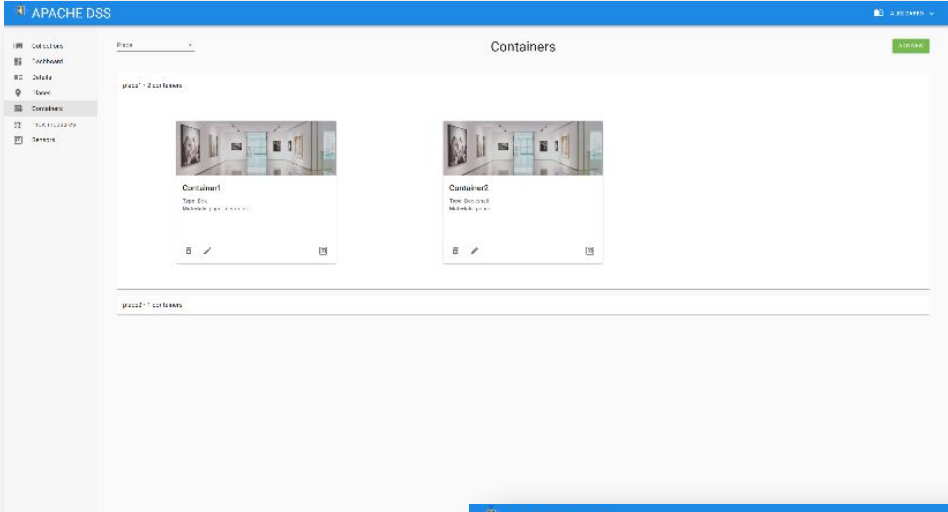
**<https://apachedss.greendecision.eu/>**

**Extensive guidelines on materials and agents of deterioration**

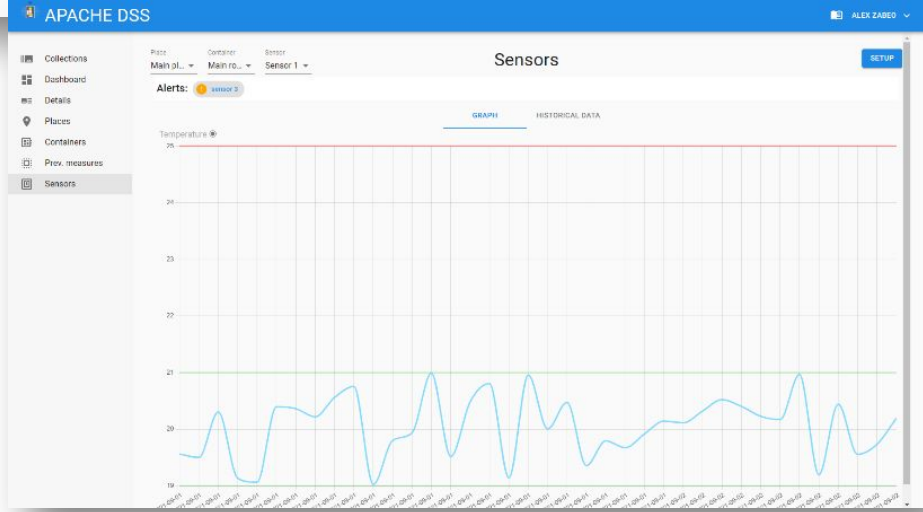
**Sensors' data collection**

**Preventive measures repository and suggestions**

# Apache DSS by GreenDecision s.r.l.



Organize data

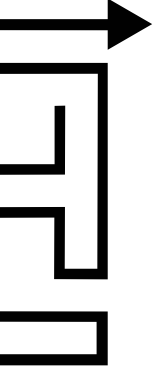


Store and check sensors' readings

Select preventive measures

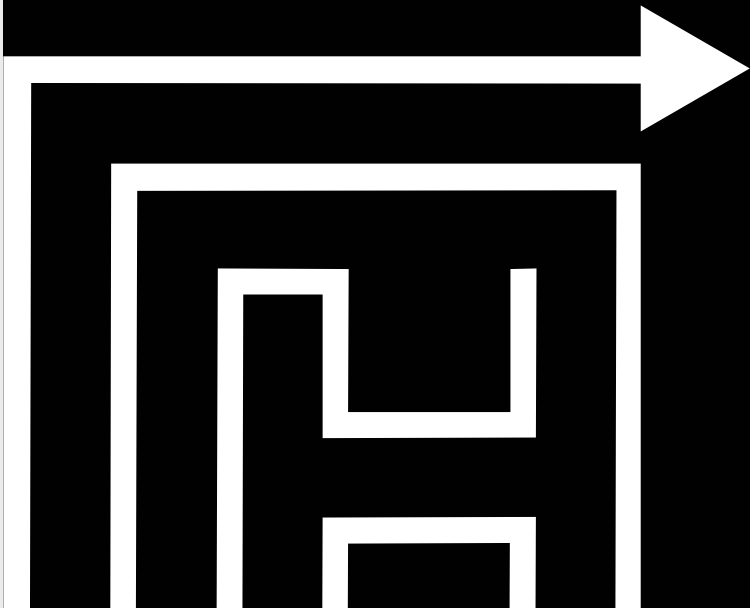
The screenshot shows the 'Preventive Measures' section of the Apache DSS interface. It features a sidebar with navigation options: Collections, Dashboard, Details, Places, Containers, Prev. measures, and Sensors. The main area displays a table of preventive measures. The table has columns for Name, Effectiveness, Durability, Cost, Expertise, Agency of det., and Score. The table is filtered by 'SUGGESTED' measures.

Name	Effectiveness	Durability	Cost	Expertise	Agency of det.	Score
<input type="checkbox"/> Natural fire detection system	High	High	Medium	Medium	6	6
<input type="checkbox"/> Avoid areas of direct sunlight	High	High	-	Medium	6	6
<input type="checkbox"/> Cover windows	High	High	Medium	-	6	6
<input type="checkbox"/> Cover objects	High	High	Medium	-	6	6
<input type="checkbox"/> Closed boxes / Conventional Archive Boxes	High	High	Medium	-	6	6
<input type="checkbox"/> Keep lights off when offices are not occupied	High	High	-	-	6	6
<input type="checkbox"/> Conservation heating	High	High	Medium	Medium	6	6
<input type="checkbox"/> Temperature monitoring	High	High	Medium	Medium	6	6
<input type="checkbox"/> Dehumidifiers	High	High	Medium	Medium	6	6

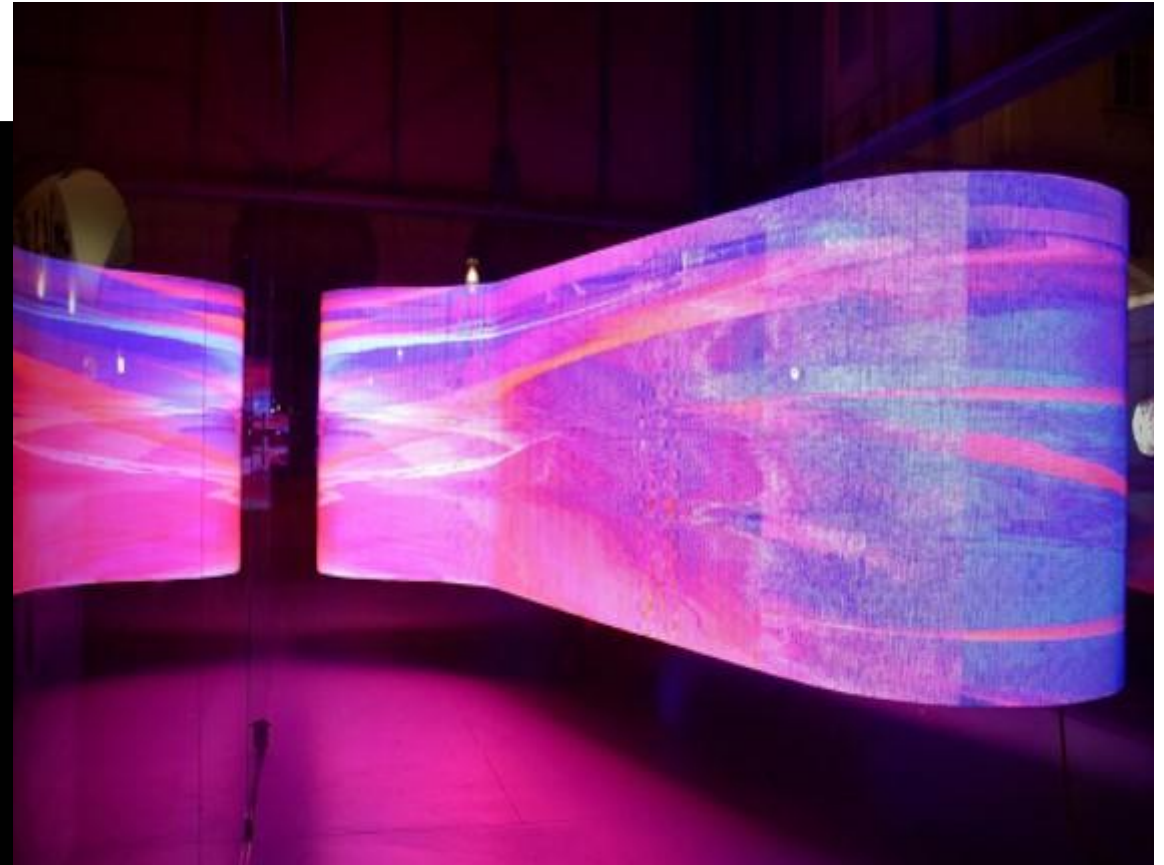


07

FURTHER READINGS



- Multiple Criteria Decision Methods and Applications (1985)
- Readings in Multiple Criteria Decision Aid (1990)
- Multicriteria Decision-Aid (1992)
- Multiple Criteria Decision Analysis: State of the Art Surveys (2005)
- Trends in Multiple Criteria Decision Analysis (2010)



[www.culturalheritage.eu](http://www.culturalheritage.eu)

Follow our journey

