

S.L Jarvenpaa, J.A. Lehman and others. By its concept the proposed project Information Systems for Decision Support belongs to this research environment, while taking entirely new and original approach to study information needs for different subject types.

To our knowledge no such a study was, or is being held in our narrower environment (Slovenia), or wider environment (Europe). The knowledge about the structure of personal characteristics of existing or potential decision makers, as well as knowledge of preferred type of information suitable for particular type of person, would be beneficial in current state and further development of our country.

#### 2.10. Important references of the authors from abroad

A sample of important references concerning the research is given in separate enclosure.

### 3. THE CONTENT AND EXPLANATION OF THE RESEARCH PROJECT

#### 3.1. The outline of the project

Behaviourist scientists believe that human problem solving and decision making has a decisive influence on the functioning of the social systems. In fact, our comprehension of social systems efficiency depends on our knowledge on how people make efficient decisions.

According to Reitman (see Dunnette, 1983), decision making can be expressed in a form of three-component vector (A,B,T), where A indicates the starting point, B a final state in a problem space, and T the transformation that is needed for the transition from A to B. The starting point could be:

- a) situation in which a decision maker finds himself
- b) resources, available to a decision maker
- c) system in which decision maker is operating

at the time when problem arises. Final state is the target state that the decision maker wants to achieve. Transformation consists of actions and processes needed for the transition from the starting to the final state.

For the decision process to start, a difference between starting point and final state must exist. If both states are the same, decision making is unnecessary. However this difference is not a sufficient condition for the beginning of decision making process. Some additional conditions must be given in order to start the process. These are:

- the person must be aware of the difference
- the person must have a motive for the solution to a given problem
- the person must have ability and necessary resources to reach the solution of the problem.