CHAPTER-VII

CONCLUSION

The present research work stresses the role that information plays in decision making in different functional areas of management. From a survey of selected industries, the researcher concluded that the needs of different organisations differ because the products produced were different. From this follows that there exist slight variability in the decisions and information requirements of differing industries. However, there does exist a common thread in the pattern of decisions taken in every organisation - irrespective of the nature of goods produced.

SCOPE FOR FUTURE RESEARCH:

The present effort is an attempt to trace the role of information and its need in decision making in different functional areas of management. The functional areas covered were production, marketing, finance and personnel. The organisations surveyed were the core
sector industries - steel, aluminium, copper, oxygen, cable and heavy engineering; each of which serve as raw material/intermediary product for other industries. Information was elicited basically by administering a questionnaire and supplemented by conducting interview.

A researcher, in future, could on the same lines propose a more intensive study by taking indepth interview of a larger sample of managers than the number taken by the researcher and also a larger number of organisations.

This study is also limited to only the manufacturing organisations. A researcher, in the future, could cover both the manufacturing as well as the service organisations. Also all subsidiary, dependent as well as related or associated organisations could be covered.

Many other important decisions pertaining to each functional area which have not been included by the researcher due to limitations of time could also be included by the future researcher to make a more comprehensive study.
Further, whether there really does exist any difference in decision making in varied industries like sugar, textile, the traditional industries and the core sector needs to be studied.