Managers are called upon to make a number of decisions in their daily lives. The type of decision depends upon the nature of the problem. Routine or minor matters can be handled by a procedure - a programmed decision. More important decisions require a non-programmed decision, a specific solution created through a less structured process of decision making and problem solving. Because most decisions involve future events, managers must learn to analyse the certainty, risk, and uncertainty associated with alternative courses of action.

Whatever the level of risk or uncertainty on one hand and the nature of decision to be made on the other, a manager needs information for making such decisions. Only with accurate and timely information can managers monitor the progress towards their goals and turn plans into reality. All these information is filtered through managers values and backgrounds, which also influence the types of problems and opportunities they choose to work on. Their background and expertise also influence
what they see as problems and opportunities. A study of executives by De Witt C. Dearborn and Herbert. A Simon found that managers from different departments will define the same problem in different terms. Rather managers of different functional areas will deal with decisions in a different context. Also managers at different levels will deal with information of a different nature.

The present study on management information system in selected industries have been undertaken with the objective of finding the information needed by managers for taking a variety of decisions. Seven organisations namely TELCO, INDAL, IOL, IISCO, TRF, HCL, INCAB were selected for the purpose. Primarily data based on administration of questionnaire and interview was found suitable for the study.

The present study is divided into seven chapters. Chapter ONE traces the historical evolution of information. It also describes the theoretical framework of management information system, the decisions managers are called upon to make and the role information plays.
The last section or part of the chapter deals with the various approaches to placing of MIS in an organisation. An improved model has also been suggested.

**Chapter TWO** deals with the methodology of research. The need for study is identified on the basis of which the research design is formulated. This also throws light on the form of analysis, collection methods, the sample size and sampling procedure adopted. The accompanying problems and the limitations of the study are the last two sections of the chapter.

**Chapter THREE** surveys the available literature. The academic and non academic work accomplished with regard to management information system has been reviewed on the basis of work done in national and international context.

**Chapter FOUR** has been divided into two sections. The first section analyses and discusses the information required in production oriented decisions while section two gives an analysis and brief discussion on information requirement of marketing decisions.
Chapter FIVE also has been divided into two sections. The former section deals with analysis of finance related decisions while the latter deals with personnel decisions.

Chapter SIX briefs the finding and conclusion of the study in the same order in which analysis has been presented.

Chapter SEVEN concludes the present research work with a brief direction for future research. References made in the research study are documented at the end of the respective chapters. A Bibliography presented at the end of the dissertation compiles the list of books and journals referred during the course of study.

This research study would help an avid reader and one in the quest of knowledge to require certain tips helpful in making decision in various aspects of management. To the academicians, it will ensure as a tool to understand the differing decisions associated with differing nature of the products produced and also the common thread which binds all decisions. Also it might serve as a tool for further confirmation of the views expressed.