Presentation Abstract:

- Title of the Presentation
  - Combining Decision Models for better Decision Management
- 250-word summary
  - DMN Decision Models are a great visual representation of how decisions are made and the authority over the knowledge used to make those decisions. However, they don't represent why those decisions matter: what performance metrics relevant to the business might be impacted by the different decision outcomes.
  - In their 2016 Gartner paper "Develop Good Decision Models to Succeed at Decision Management", Roy Schulte and Lisa Kart describe two types of Decision Models: *analytic* decision models and *business-logic* decision models (a better name for the latter would probably be *operational* decision models. These are the models currently represented in DMN).
  - According to the authors, *Analytic* decision models are used to evaluate alternative courses of action, make trade-offs and calculate the "best" solution in light of constraints. *Business-logic* decision models are used to incorporate policies, logic and analytics into repeatable decision-making processes.
  - The authors describe as a key challenge how the existence of two different models leads to confusion about how to meet different needs and achieve better outcomes.
  - However, there's no reason these models need to be different. By extending the DMN Decision Model with a new type of element, it is possible to start bridging the gap between operational and analytic decision models.
  - A combined decision model would allow businesses to effectively create a visual representation of both how decisions are made and why the impact the outcome of these decisions may have on the business, with wide application across the Decision Management lifecycle.
- Key takeaway
  - Decision Models need to go beyond representing how a decision is made, and also represent why those decisions matter to the business.
- Audience (business / technical; advanced / new)
Business

Industry sector(s), if applicable
  o All

Key technologies included
  o DMN, Decision Models, Decision Management

About the Presenter:

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A write-up of approximately 100 words about your experience, including the number of years you’ve been involved, the types of products/projects you’ve been involved in, your primary role in these projects, etc. This bio will appear on the DecisionCAMP website.

  o Fernando Donati Jorge oversees the product management of FICO Decision Tools, including Blaze Advisor, Decision Modeler and DMN Modeler. He brings more than 20 years of experience to the role, including 13 years at FICO in various capacities.