



# Military Decision Making: Influence of Psychological Factors

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## ABSTRACT

Perceived risk and personality traits of officers are two possibly important psychological factors that could be fatal in decision making during the performance of the military tasks. The aim of this paper is to disclose relatedness between officers' perceived risk, psychological traits and decisions in simulated military operations.

The research was attended by 129 officers and group of 12 experts. In this research General Scale of Self-Efficacy, Scale of Self-Efficacy in TLP, Officers' Perceived Risk Scale, Test for Assessment of Military Missions and NEO-FFI questionnaire were used.

Research results disclosed that the construct of officers' perceived risk have three core dimensions: the loss of military personnel, the loss of civilians and the loss of resources. We found statistically significant correlation between civilian risk, neuroticism and extraversion. Also, research results show statistically significant correlation between right decisions, civilian risk and resources risk.

## OBJECTIVES

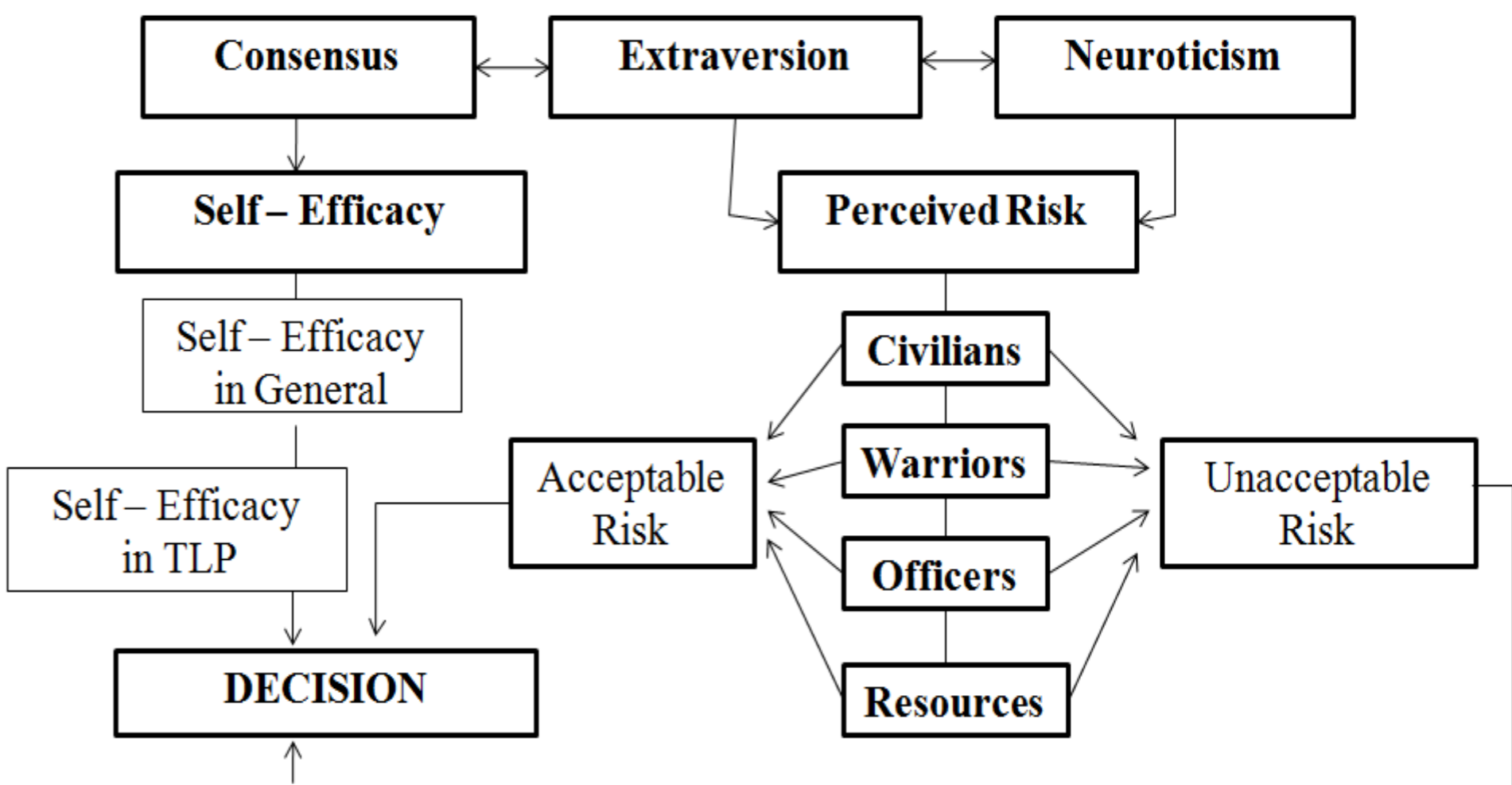
1. To disclose relatedness between officers' perceived risk and self-efficacy in General;
2. To disclose relatedness between officers' perceived risk and self-efficacy in TLP;
3. To reveal relatedness between officers' perceived risk and personality traits;
4. To disclose relatedness between officers' perceived risk and decisions making in military tasks.

## METHODS

1. General Scale of Self-Efficacy. The scale consists of 17 statements. Scale measures officer's beliefs about how good they are in their basics military tasks.
2. Scale of Self-Efficacy in TLP. This scale is measuring officers' beliefs about how good they are in troops leading procedures. Total scale of officers' self-efficacy in TLP consists of 17 statements.
3. Officers' Perceived Risk Scale. The scale consists of 22 situations. Scale measures officer's internal beliefs and perceptions about the risk of loss of life and / or property in the performance of tasks.
4. Test for Assessment of Military Missions. The test consists of 10 military tasks. Test measures officer's abilities to use Troops Leading Procedures (TLP) in successful/unsuccessful military decisions.
5. NEO-FFI questionnaire. The questionnaire consists of 60 statements. The statements are divided into 5 scales with 12 statements. Scales measure the most important personality traits: neuroticism, extraversion, consensus, openness to experience and awareness (Bagdonas, Kairys, 2012).

## MODEL

Expected model of Interaction of variable (based on T. Evans, 2006)



## CONCLUSIONS

1. Officers with higher self-efficacy in General are related with low perceived risk of military personnel and resources loss; Officers with higher self-efficacy in General and officers with lower self-efficacy in General are related with the same perceived risk of civilian loss;
2. Officers with higher self-efficacy in TLP are related with low perceived risk of civilian, military personnel and resources loss;
3. Extravert officers are characterized with low perceived risk of civilian people loss and neurotic officers are related with higher perceived risk of civilian people loss.
4. Officers perceived risk is directly connected with right decisions in military tasks: officers make better decisions when risk of civilian people loss is low; officers make better decisions when risk of losing material resources is low; officers' perceived risk of loss of military personnel doesn't affect their decisions;

## DIRECTIONS FOR FUTURE STUDIES

This research can be useful for scientists that will analyze decision making effectiveness in specific military tasks. It would be purposeful in further researches to compare self-efficacy in general in different branches of armed forces (air force, ground force, navy). This information could be used in military personnel selection and development process. Also obtained data about self-efficacy of officers' from different battalions can be compared, and outcomes can be used as guiding for further personnel development. The courses or trainings of psychological factors (self-efficacy in general and self-efficacy in TLP) should be included in officers' mental resilience or other psychological learning programs.

## CONTACTS

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