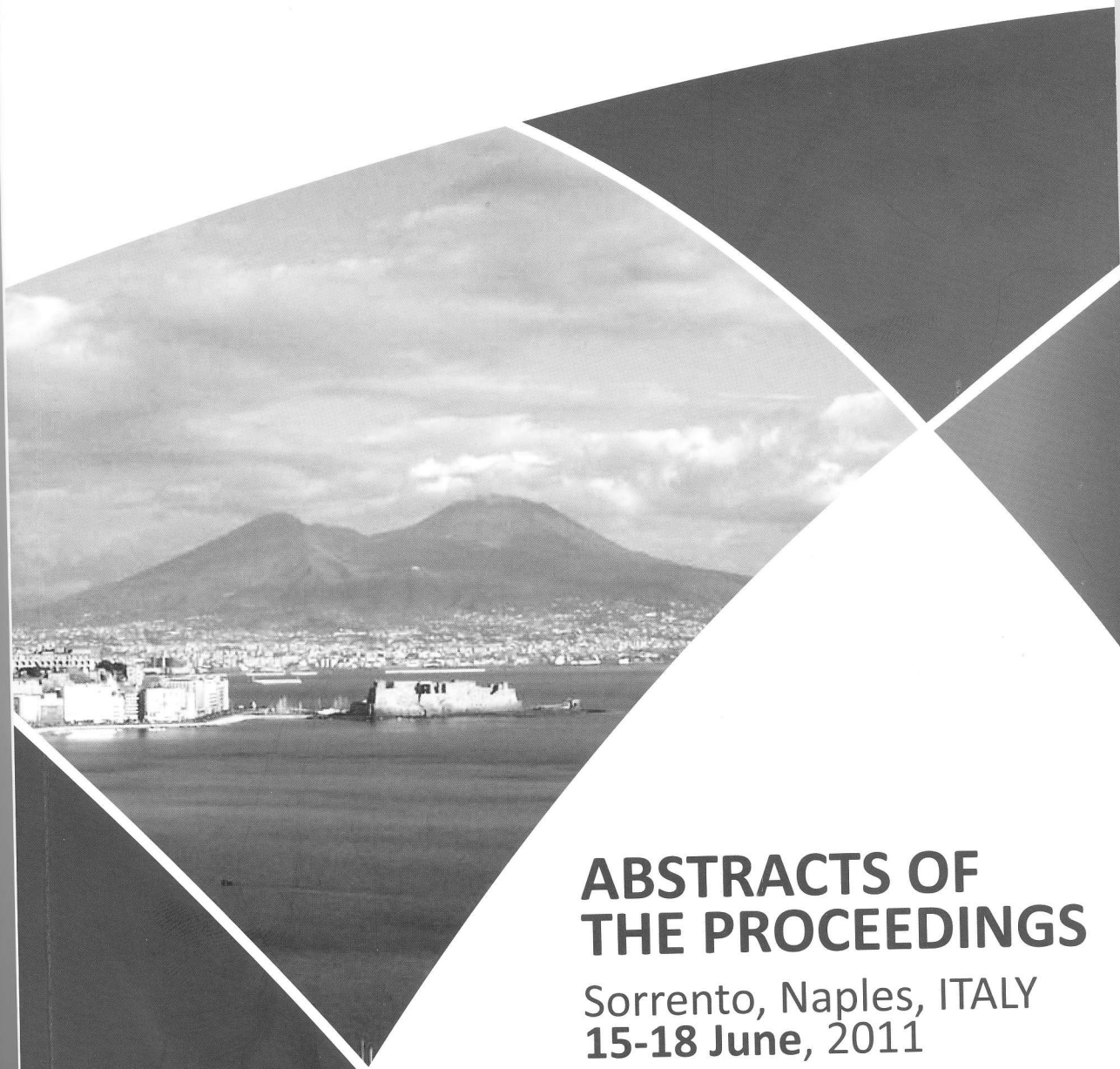




# ISAHNP 2011

ANALYTIC HIERARCHY/NETWORK PROCESS



## ABSTRACTS OF THE PROCEEDINGS

Sorrento, Naples, ITALY  
15-18 June, 2011

Edit by  
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Thomas L. Saaty

# ABSTRACTS OF THE PROCEEDINGS

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## **DEVELOPMENT OF MATHEMATICAL MODEL OF CONCEPT OF SUBJECTIVE EMOTIONAL ASPECT OF VALUATION (ISAHP\_0202)**

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### **ABSTRACT**

Some time ago, one of authors was told by an experienced marketing practitioner the difference between a successful sales manager and one who is not successful. He assumed the successful sales manager is one who is the cleverest, works the hardest and knows the most. But, he was surprised by the answer: the practitioner told that the most successful sales managers are ones who can recognize "bad" clients and does not waste their time with them. A successful sales manager will instead pass these "bad" clients off to one of their colleagues. This approach allows more time and energy for the "good" clients! This bit of insight can be helpful to us when we deal with projects. In this paper we hope to show you how to find the good projects, among the bad ones. Because if we can to understand why people are happy with some projects and unhappy with others, then we can focus on the "good" ones, and either not to start the "bad" ones or pass them on to colleagues.

**Keywords:** concept, subjective, emotional, valuation, model, project management.

## **DEFINING RELATIVE QUALITIES OF OBJECT ORIENTED DESIGN IMPLEMENTATIONS USING AHP AND PROMETHEE (ISAHP\_0115)**

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### **ABSTRACT**

A combination of Analytical Hierarchy Process and Promethee for defining ranks of object oriented (OO) software quality using MOOD2 metric set has been proposed. Software quality is presumably represented by the implementation of OO codes. MOOD2 metrics are measured on a number of Java-based applications. AHP is applied to determine weights of the MOOD2's criteria and Promethee is employed to determine the final rank of quality posed by each application codes. The rank of