Program Objectives

Clear, confident decision making is one of the central criteria for promotion into executive ranks. Yet many executives report that making decisions is one of their biggest professional challenges. This training course will examine the art and science of strategic decision making. You will learn how to identify the most strategically important dimensions on which to ground your decisions, and to scan your environment for your best possible options. You’ll also gain experience with proven techniques for making better strategic decisions in the face of complexity, uncertainty and conflicting objectives.

Through the trainer’s expertise and practical knowledge, you will be able to define the key concepts associated with strategic decision making and you will be able to:
• Understand the reasons for making decisions using the process of structured analysis.
• Identify when to involve others in the decision-making or problem-solving process and how to do so.
• Understand the steps to use to yield the highest probability of successful decisions and solutions.
• Interpret and analyze data more successfully.
• Appreciate the importance and value of different problem-solving approaches and styles.
• Develop an operational framework for approaching a variety of problem situations

This Training Program is designed for

Employees at mid / senior levels, team leaders, supervisors and managers.

The Learning Model
• Practical cases and exercises and applications
• Discussion and dialogue
• Exercises
• Working Groups
• Video training
• Applied Cases
Course Duration
14 Training Hours

Training Program Outline

Overview and objectives
Characteristics of rational decision making
Decision making – what we really do!
Structuring our analysis
Insights into problem solving
When to involve others
Levels of involvement
The four step problem solving model
Problem solving exercise
Beware these pitfalls
Decision making techniques
Planning for decision making
Decision levels
Six thinking hats (looking at decision from all points view)