

Mastering Strategic Decision Making



INTRODUCTION

Every organisation is unique, with its own strategic objectives, capabilities and strategic options – and strategic decision making is at the core of every successful leadership process. This programme focuses on:

- Enhancing strategic decision making capabilities
- Recognising that both analysis and intuition are necessary for high-quality decision making
- Identifying and evaluating risk

This unique programme will enhance your proficiency in decision making capabilities when confronted with strategic choices, when searching for decision opportunities, and when designing strategies – both in conditions where there is sufficient time to conduct analyses and when there is only time to choose intuitively. The programme will improve your analytic and intuitive abilities to make strategic decisions under such tough conditions.

WHO SHOULD ATTEND?

This programme is beneficial for professionals across every department of the organisations who wish to improve their proficiency in dealing with strategic decisions

It also would benefit those who will be in leadership positions in the future, as well as anyone dealing with important decisions, either in private or public organisations, as well as small enterprises

PROGRAMME OBJECTIVES

- Facing a series of tough and provocative decisions, you actively develop powerful insights into effective decision processes and styles, and:
- Avert common decision traps
- Deepen sophistication in exercising judgment and thinking more strategically
- Design more effective decision processes

- Explore the characteristics of processes that enable organizational learning and facilitate the integration of strategic thinking, judgment, data and decision making
- Identify the right questions, use appropriate frameworks and avoid over analysing
- Improve business performance by developing a deep understanding of what drives effective and ineffective decisions
- Promote more cooperative decision making in situations where cooperation can lead to better outcomes
- Transform risk into opportunity.

TRAINING METHODOLOGY

Participants will learn by active participation during the programme through the use of programme materials, exercises, video presentations and discussions on “real life” issues in their organizations.

PROGRAMME SUMMARY

Decision making is a fundamental skill for any successful professional. But decisions at strategic level are hard to make. They require large amounts of resources and commitments, which may be irreversible. They involve long-term consequences that are hard to predict. And they require considering multiple, often conflicting, strategic objectives, which are difficult to balance, particularly in the presence of risk and uncertainty.

Professionals who are proficient at strategic decision making possess a thorough understanding of the tools available for analysing problems, especially those involving risk and uncertainty. They also have strong capabilities in overcoming hurdles for analysis, examining methods for structuring and modelling decision dilemmas and an understanding of how to apply these methods to a variety of challenges.

In this programme you will develop your proficiency to obtain insight, exercise judgment and design more effective decision processes. By breaking down decision “problems” into manageable parts, and candidly considering possible alternatives, the available information and the relevant preferences of the decision makers, you learn to avoid common mistakes. In addition, you gain the ability to implement effective decision audits, proactively manage risk and harness uncertainty in order to improve results!