



## Mastering Strategic Decision Making

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# Mastering Strategic Decision Making

## Introduction

Every organization 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
- Recognizing 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 organizations 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 organizations, as well as small enterprises

## Course Objectives:

By the end of this course, participants will be able to:

- 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 analyzing
- 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.

## Course Outline:

### DAY 1 -

#### PROFICIENCY IN STRATEGIC DECISION-MAKING

- 7 Key Steps of Strategic Decision Making
- Framing of decisions
- Asking the right questions
- Cognitive biases and mistakes
- Group decision making
- Creating an effective decision-making process

## DAY 2 -

### STRATEGIC DECISION ANALYSIS AND QUALITY

- Harnessing uncertainty and risk
- Structuring decisions
- Incorporating uncertainty
- Valuing additional information and greater control
- Understanding risk and uncertainty
- Managing and reducing risk

## DAY 3 -

### STRATEGIC INNOVATION AND DESIGN THINKING

- Analyzing an industry
- Constructing a constellation of insights
- Fitting the pieces together
- Evaluating consequences
- Creating uniqueness
- 6 Thinking Hats

## DAY 4 -

### VALUE-DRIVEN ENTERPRISE RISK MANAGEMENT

- Decisions reflect values; values drive decisions
- Identifying values
- Risk assessment matrix
- Caution vs. Courage
- Understanding trade-offs
- Shaping alternatives

## DAY 5 -

### COLLABORATIVE DECISION-MAKING AND NEGOTIATION

- Using appropriate analyses
- Staging decisions
- priorities
- Incorporating options
- Integrating multiple perspectives
- Converting Strategy into Action

