

Making the Right Decisions Under Pressure

Overview

In this course, students will learn to evaluate options, generate possible solutions, and decide on logical strategies.

Target Audience

Executives, directors, managers, and others tasked with making important decisions for their organizations.

Course Objectives

After completing this course, students will know how to:

- Make intelligent decisions with limited time and information
- Reframe issues to ensure greater problem solving accuracy
- Convert conflicting opinions into useful insights

Course Outline

1 - The Complexity of Decision Making

Establishing the Needs of the Organization
Defining Organizational Objectives and Goals
Measuring Your Goals
Calculating Probabilities of Success

2 - Dealing with Opinion in the Face of Uncertainty

Understanding Theories of Decision-Making
Avoiding Irrationality
Being Aware of Risks
Reframing the Options
Asking the Right Questions
Knowing What You Want
Making Proper Comparisons
Working with Stereotypes and Expectations

3 - Adapting Decision Strategies for a Complex World

Reviewing Your Plans
Engaging Stakeholders
Enlisting Your Network
Managing Risks
Planning for Risks – Avoidance, Mitigation, Transference, and Acceptance
Applying Complexity Theory and the Butterfly Effect
Adjusting Decisions
Building in Metrics & Measurements
Monitoring Progress and Managing Risks
Looking for Emerging Trends
