

## Making the Right Decisions Under Pressure

### Overview

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

### Target Audience

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

### Course Objectives

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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

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#### 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

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