

BM-STM



STRATEGIC DECISION MAKING

DURATION	LEVEL	TECHNOLOGY	DELIVERY METHOD	TRAINING CREDITS
1 Day	Business Introduction	Management & Soft Skills	VILT & ILT	NA

INTRODUCTION

This course will teach you how to plan, frame, and research decisions. You will learn how to define decisions, apply appropriate decisions frames, avoid overconfidence and deal with uncertainty. You will also learn how to generate options and select the best one, develop numerous high-quality options, evaluate these options and make a final choice. It will also teach you to review and learn from experience, identify optimal decision outcomes, and identify and manage linked decisions. You will learn how an organization can benefit from employing strategic decision-making techniques, and how to use decision-making strategies to improve negotiation skills. The courseware is designed for quick scanning in the classroom and filled with interactive exercises that help ensure student success.

AUDIENCE PROFILE

This course is targeted at individuals or business professionals that want to learn how to make decisions considering the Company's goals and its strategic objectives by using small, quantifiable goals that contribute to its overall mission.

PREREQUISITES

There are no prerequisites for this course.

COURSE OBJECTIVES

This course will equip you with knowledge and skills that will enable you to:

- Identify the factors and steps involved in decision making, define decisions appropriately, understand and use decision frames, and overcome overconfidence and uncertainty.
- Generate options for a decision and select an option by evaluating the options.
- Review decisions and learn from their results. Learn from the experience of others.
- Create scenarios by using the extremes and driving forces methods, make linked decisions, and follow the guidelines for making linked decisions.
- Assure the success of a decision, arrive at a group decision by using affinity diagrams, and overcome decision making barriers such as conflicts and groupthink.
- Improve negotiation strategy and decision outcomes and avoid pitfalls in negotiations.

COURSE CONTENT

Lesson 1: Preparing to Make Decisions

- Topic A: Fundamentals of decision making
- Topic B: Defining decisions
- Topic C: Decision frames
- Topic D: Researching decisions

Lesson 2: Decision Options

- Topic A: Generating options
- Topic B: Selecting an option

Lesson 3: Decision Results

- Topic A: Results of your decisions
- Topic B: Learning from the experience of others

Lesson 4: Complex Decisions

- Topic A: Decision scenarios
- Topic B: Linked decisions

Lesson 5: Group Decisions

- Topic A: Making group decisions
- Topic B: Overcoming decision making barriers

Lesson 6: Negotiation Decisions

- Topic A: Making negotiation decisions
- Topic B: Decision making pitfalls for negotiators

ASSOCIATED CERTIFICATIONS & EXAM

There is no exam associated with this course.