



# Mastering Strategic Decision Making Course

## Venue Information

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**Venue:** London UK

**Place:**

**Start Date:** 2026-08-04

**End Date:** 2026-08-08

## Course Details

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**Net Fee:** £4750.00

**Duration:** 1 Week

**Category ID:** MAL

**Course Code:** MAL-91

## Syllabus

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### Course Syllabus

#### Introduction

Every organisation is unique, with its own strategic objectives, capabilities and strategic options – and that For these reasons our approach is focused on enhancing strategic decision making capabilities, recognising

This unique programme is designed to enhance your decision capabilities when confronted with strategic c – both in conditions where there is sufficient time to conduct analyses and when there is only time to choose make strategic decisions under such tough conditions.

#### objectives

- Design more effective decision processes

- Explore the characteristics of processes that enable organizational learning and facilitate the integration of 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 decision making
- Promote more cooperative decision making in situations where cooperation can lead to better outcomes
- Transform risk into opportunity.

## Contents

### Day One

#### Leading 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 Two

#### Strategic Decision Analysis and Quality

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

### Day Three

#### 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 Four

#### Value-Driven Enterprise Risk Management

- Understanding trade-offs
- Shaping alternatives

## **Day Five**

### **Collaborative Decision-Making and Negotiation**

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