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Strategic Decision Making

Publisher: CourseILT

Code: 0619160853

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Version: 1

Course Length: 1 day (6+ hours)

Audience: Students interested in learning strategic decision making skills

Prerequisites: None

What's in Strategic Decision Making:

This trainer-friendly learning guide provides the perfect solution for a one-day training course. Designed for quick scanning in the classroom, and filled with interactive exercises, these open, modular guides virtually guarantee success for your instructors.

Topic-Level Outline

Unit 1 : Preparing to make decisions

*Topic A: * Fundamentals of decision making*

A-1: Understanding decision making

*Topic B: * Defining decisions*

B-1: Planning decisions

*Topic C: * Decision frames*

C-1: Discussing decision frames

C-2: Using decision frames

*Topic D: * Researching decisions*

D-1: Avoiding overconfidence

D-2: Managing uncertainty

Unit 2 : Decision options

*Topic A: * Generating options*

A-1: Increasing your options

A-2: Improving your options

*Topic B: * Selecting an option*

B-1: Evaluating your options

B-2: Making the final choice

Unit 3 : Decision results

*Topic A: * Results of your decisions*

A-1: Learning from the results of your decisions

*Topic B: * Learning from the experience of others*

B-1: Learning from the experience of others

Unit 4 : Complex decisions

*Topic A: * Decision scenarios*

A-1: Using the extremes method

A-2: Using the driving forces method

*Topic B: * Linked decisions*

B-1: Managing linked decisions

B-2: Making linked decisions

Unit 5 : Group decisions

*Topic A: * Making group decisions*

A-1: Determining the outcome of a group's decision

A-2: Using affinity diagrams for group decisions

*Topic B: * Overcoming decision making barriers*

B-1: Understanding conflicts

B-2: Understanding groupthink

Unit 6 : Negotiation decisions

*Topic A: * Making negotiation decisions*

A-1: Improving your negotiation strategy

A-2: Improving your decision outcomes

*Topic B: * Decision making pitfalls for negotiators*

B-1: Dealing with decision making pitfalls