



the Management Development Institute

business and management education since 1981

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Strategic Decision Making

Code: CT91-918

Duration: 1 day

Series: Business Management

Preparing to make decisions

Fundamentals of decision-making
Defining decisions
Decision frames
Decision research

Decision options

Generating options
Selecting an option

Decision results

Results of your decisions
Results of others' decisions

Complex decisions

Decision scenarios
Linked decisions

Group decisions

Making group decisions
Overcoming decision-making barriers

Negotiation decisions

Making negotiation decisions
Decision-making pitfalls

By completing this course, participants will learn how 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.

Prerequisites: None