



EXECUTIVE DECISION MAKING and Problem Solving

Course Description

Effective decision making is key to business success. Companies can sustain competitive advantage and improve the overall business performance by making better decisions, making them faster and executing them more effectively. This course will equip participants with tools and techniques for decisive and skilled decision making which will help them to outperform their competitors and become market leaders.

Who Should Attend?

This challenging course is designed for executives, directors and senior managers who have the responsibility to make important decisions by reviewing, analyzing and evaluating critical issues.

Course Objectives

At the end of the course delegates will be able to:

- Identify the root cause of the problem in a given situation
- Map out the likely consequences of alternative decisions
- Weigh the importance of individual factors
- Choose the best course of action
- Follow decisions through to conclusion
- Prepare for uncertain times
- Analyze risks
- Use financial information and business intelligence for decision making

Course Outline:

Leadership style and approach to decision making

- The problem-solving/decision-making cycle
- Your decision-making style
- Consequences of different decision making styles
- Decision politics and strategic thinking

Defining the problem

- Setting desired outcome(s)
- Data gathering – facts finding
- Identifying options
- Charts, maps, and diagrams

- Pareto analysis
- Ishikawa analysis
- Constraint analysis

Creating a productive, solution-oriented culture - Evaluation tools and techniques

- Encouraging creativity and innovation
- Personal styles of learning and problem-solving
- Stages of effective problem-solving
- Giving constructive feedback

Risk managing and scenario planning

- Identifying potential risks
- Planning for uncertainties
- Evaluating alternatives

Financial information and decision making

- Reading the balance sheet to support the decision making
- Analyzing the business intelligence
- Financial troubleshooting

Course Methodology:

A variety of methodologies will be used during the course that includes:

- (30%) Based on Case Studies
- (30%) Techniques
- (30%) Role Play
- (10%) Concepts
- Pre-test and Post-test
- Variety of Learning Methods
- Lectures
- Case Studies and Self Questionnaires
- Group Work
- Discussion
- Presentation

Course Certificate:

International Center for Training & Development (ICTD) will award an internationally recognized certificate(s) for each delegate on completion of training.

Course Fees:

To be advice as per Location, this rate includes participant's manual, and-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Timings:

Daily Course Timings:

08:00 - 08:20	Morning Coffee / Tea
08:20 - 10:00	First Session
10:00 - 10:20	Coffee / Tea / Snacks
10:20 - 12:20	Second Session
12:20 - 13:30	Lunch Break & Prayer Break
13:30 - 15:00	Last Session

