

ADVANCED STRATEGIC DECISION MAKING FOR MANAGEMENT



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TRAINING CENTER



Introduction

Managers make decisions constantly, yet few receive formal training in how to make them well under uncertainty and pressure. The Advanced Strategic Decision Making for Management Training Course builds that capability systematically. Participants learn to frame problems correctly, separate facts from assumptions, and evaluate options using structured methods rather than instinct alone. Furthermore, the course covers decision quality, cognitive bias, risk assessment, and group decision dynamics. In addition, it addresses decision documentation and review so organisations learn from outcomes. As a result, participants return able to make faster, better-defended decisions and to help their teams do the same.

Advanced Strategic Decision Making for Management Course Objectives

- Frame strategic problems accurately before evaluating solutions.
- Apply decision quality frameworks to complex management choices.
- Use decision matrices, weighted scoring, and cost-benefit analysis.
- Recognise and counter cognitive biases in individual and group decisions.
- Apply scenario planning and risk assessment to uncertain situations.
- Run structured group decision processes and manage groupthink.
- Apply root cause analysis and the five whys to problem diagnosis.
- Decide under time pressure using rapid decision protocols.
- Document decisions with rationale, owners, and review dates.
- Evaluate decision outcomes and build organisational learning.

Course Methodology

- Instructor-led sessions linking decision theory to management practice.

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- Case studies of strategic decisions in corporate and public organisations.
- Practical exercises in decision matrices, scoring models, and scenario planning.
- Simulation of a group decision cycle with time pressure and conflicting data.
- Group workshops building decision frameworks for real management issues.
- Continuous knowledge checks and a final assessed decision project.

Who Should Take This Course

- Senior managers and department heads.
- Programme and business unit leaders.
- Strategy, planning, and performance managers.
- Technical managers making high-cost operational decisions.
- Risk and governance professionals.
- High-potential managers preparing for senior responsibility.

Advanced Strategic Decision Making for Management Course Outlines

Day 1: Decision Quality and Problem Framing

- Why good decisions and good outcomes are not the same thing.
- The six elements of decision quality.
- Framing problems correctly and avoiding the wrong question.
- Separating facts, assumptions, and opinions.
- Defining decision criteria and success measures.
- Deciding who should be involved and who decides.
- Workshop: framing a real management decision.





Day 2: Analytical Tools for Decision Making

- Decision matrices and weighted scoring models.
- Cost-benefit analysis and return on investment appraisal.
- Break-even and sensitivity analysis.
- Decision trees for sequential choices.
- Multi-criteria decision analysis (MCDA).
- Comparing quantitative and qualitative evidence.
- Workshop: applying a weighted scoring model to options.

Day 3: Bias, Judgement, and Risk

- Common cognitive biases: anchoring, confirmation, availability.
- Groupthink, polarisation, and social pressure in decisions.
- Debiasing techniques and structured challenge.
- Risk assessment and probability thinking.
- Scenario planning for uncertain futures.
- Ethics and values in difficult management decisions.
- Workshop: identifying bias in a past decision.

Day 4: Group Decisions and Time Pressure

- Structured group decision processes and facilitation.
- Divergent and convergent thinking in teams.
- Consensus versus consultation versus command decisions.
- Rapid decision protocols when time is short.
- Deciding with incomplete or conflicting information.

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- Communicating decisions and their rationale.
- Workshop: running a time-pressured group decision simulation.

Day 5: Implementation, Review, and Learning

- Documenting decisions: rationale, owners, and review dates.
- Decision registers and audit readiness.
- Root cause analysis when outcomes fall short.
- Post-decision reviews and lessons learned.
- Building a decision-making culture in the team.
- Building a personal decision-making development plan.
- Workshop: presenting a decision framework and review plan.

Conclusion

By successfully completing the Advanced Strategic Decision Making for Management Training Course, participants will have acquired the knowledge to frame problems accurately, apply analytical decision tools, counter cognitive bias, manage group decisions, and decide confidently under time pressure. They will also gain the ability to document decisions with clear rationale and review outcomes so the organisation learns. Furthermore, the course prepares managers to defend choices credibly to boards, auditors, and stakeholders. Gentex Training Center delivers this programme with a strong emphasis on practical, workplace-ready decision practice.

FAQs





Q1 What is the "Advanced Strategic Decision Making for Management" course about?

It is a practical programme on making and defending management decisions. It covers problem framing and decision quality, analytical tools such as decision matrices and cost-benefit analysis, cognitive bias, risk and scenario planning, group decision processes, rapid decisions under time pressure, and decision documentation and review.

Q2 What are the key benefits of the "Advanced Strategic Decision Making for Management" course?

Participants gain a repeatable method for complex choices, which reduces decisions made on instinct and later regretted. The course improves option evaluation and risk awareness, lowers the influence of bias and groupthink, speeds up decisions under pressure, and gives managers documented rationale that stands up to audit and board scrutiny.

Q3 What skills will I gain from the "Advanced Strategic Decision Making for Management" course?

Problem framing and decision criteria design; analytical evaluation using decision matrices and cost-benefit analysis; bias awareness, risk and scenario assessment; and group decision facilitation, rapid decision-making and post-decision review.



Q4 What tools, methods, or standards are covered in the "Advanced Strategic Decision Making for Management" course?

The course covers the six elements of decision quality, decision matrices and weighted scoring models, cost-benefit and return on investment appraisal, break-even and sensitivity analysis, decision trees, multi-criteria decision analysis (MCDA), debiasing techniques, scenario planning, risk assessment methods, rapid decision protocols, the five whys for root cause analysis, and decision registers with review dates.

Q5 How is the "Advanced Strategic Decision Making for Management" course applied in real-world practice?

Graduates apply it by writing a clear problem statement before evaluating options, scoring alternatives against agreed criteria, and testing the result against risk and sensitivity scenarios. They also facilitate group decisions with structured challenge, log decisions with rationale and review dates, and run post-decision reviews to capture lessons.