

LEADING WITH ANALYSIS



GENTEX[®]

TRAINING CENTER



Introduction

Leading with Analysis Training Course develops leaders who decide on evidence rather than instinct alone. Analytical leadership means framing the right question, gathering reliable data, testing assumptions, and explaining the conclusion clearly enough for others to act on it. Many decisions fail not because the analysis was wrong but because the question was never properly framed. This program builds that discipline. It covers problem structuring, data quality, decision modelling, and communicating findings. As a result, participants learn to separate evidence from opinion and to present reasoning that withstands challenge. Furthermore, the course covers risk analysis, bias control, and analytical storytelling.

Leading with Analysis Course Objectives

- Frame business problems with issue trees and the MECE principle.
- Ask precise analytical questions with clear hypotheses.
- Evaluate data quality, source reliability, and sample limitations.
- Apply descriptive statistics, segmentation, and trend analysis.
- Use root cause analysis with the 5 Whys and fishbone diagrams.
- Build decision models with weighted scoring and sensitivity analysis.
- Apply cost-benefit and break-even analysis to options.
- Recognise cognitive bias and apply debiasing techniques.
- Present findings with the Pyramid Principle and data visualization.
- Apply risk analysis with probability and impact assessment.

Course Methodology

- Facilitated sessions built around real business questions.
- Analytical workshops using issue trees and hypothesis design.
- Group exercises in data interpretation and model building.

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- Role-play of presenting findings to sceptical stakeholders.
- Case studies of evidence-based and evidence-poor decisions.
- Simulation of an analytical review meeting.
- Peer review, reflection, and a personal analytical leadership plan.

Who Should Take This Course

- Managers and team leaders making business decisions.
- Strategy, planning, and business analysts.
- Operations and performance managers.
- Finance and commercial professionals.
- Project and program managers.
- Data-informed team leads and specialists.
- Consultants advising on evidence-based decisions.

Leading with Analysis Course Outlines

Day 1: Analytical Thinking and Problem Framing

- What analytical leadership means in practice.
- Framing problems with issue trees and the MECE principle.
- Turning vague requests into precise questions.
- Forming hypotheses before gathering data.
- Distinguishing symptoms from root causes.
- Common analytical traps and reasoning errors.
- Workshop: framing an analytical question.





Day 2: Data, Evidence, and Interpretation

- Data types, sources, and reliability assessment.
- Data quality: completeness, accuracy, and timeliness.
- Descriptive statistics: mean, median, distribution, and variance.
- Segmentation, cohort, and trend analysis.
- Correlation, causation, and spurious relationships.
- Presenting uncertainty and confidence honestly.
- Workshop: interpreting a dataset and drawing conclusions.

Day 3: Root Cause and Decision Analysis

- Root cause analysis with the 5 Whys and fishbone diagrams.
- Pareto analysis and the 80/20 principle.
- Decision matrices and weighted scoring models.
- Sensitivity analysis and scenario comparison.
- Cost-benefit, break-even, and option appraisal.
- Real options and reversible decisions.
- Workshop: building a weighted decision model.

Day 4: Bias, Risk, and Critical Challenge

- Cognitive bias: confirmation, anchoring, and availability.
- Groupthink and the escalation of commitment.
- Debiasing techniques and structured challenge.
- Pre-mortem analysis and red team review.
- Risk analysis with probability and impact assessment.

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- Building a risk register for decision options.
- Role-play: defending analysis under challenge.

Day 5: Communicating Analysis and Driving Decisions

- The Pyramid Principle for analytical communication.
- Data visualization principles and chart discipline.
- Writing executive summaries and recommendations.
- Handling objections and alternative interpretations.
- Turning analysis into decisions and action plans.
- Creating a personal analytical leadership plan.
- Capstone: presenting an evidence-based recommendation.

Conclusion

By successfully completing Leading with Analysis Training Course, participants will have acquired the knowledge to frame problems precisely, evaluate data quality, apply structured analysis methods, recognise bias, assess risk, and communicate findings that lead to decisions. They will also understand how to defend their reasoning under challenge while staying open to better evidence. Gentex Training Center delivers this program through applied workshops and expert facilitation, helping leaders decide with evidence and explain their reasoning clearly.

FAQs for the Leading with Analysis course

Q1 What is the "Leading with Analysis" course about?



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It is a training program that develops evidence-based decision-making for leaders. It covers problem framing, data evaluation, root cause and decision analysis, bias control, risk assessment, and communicating findings persuasively.

Q2 What are the key benefits of the "Leading with Analysis" course?

Participants gain sharper problem definition, more reliable conclusions, and stronger confidence when defending decisions. Organizations benefit from fewer decisions based on assumption, better use of available data, and recommendations that stakeholders accept and act on.

Q3 What skills will I gain from the "Leading with Analysis" course?

Participants build analytical problem framing, data evaluation and interpretation, root cause and decision analysis, and bias control, risk assessment, and analytical communication.

Q4 What tools, methods, or standards are covered in the "Leading with Analysis" course?

The course covers issue trees, the MECE principle, hypothesis design, descriptive statistics, segmentation and trend analysis, the 5 Whys, fishbone diagrams, Pareto analysis, weighted decision matrices, sensitivity analysis, cost-benefit and break-even analysis, pre-mortem and red team review, risk registers, the Pyramid Principle, and data visualization principles.





Q5 How is the "Leading with Analysis" course applied in real-world practice?

Learners apply it by converting requests into clear analytical questions, validating data before use, testing hypotheses, building decision models with sensitivity checks, running pre-mortems on major proposals, and presenting findings with a clear recommendation.