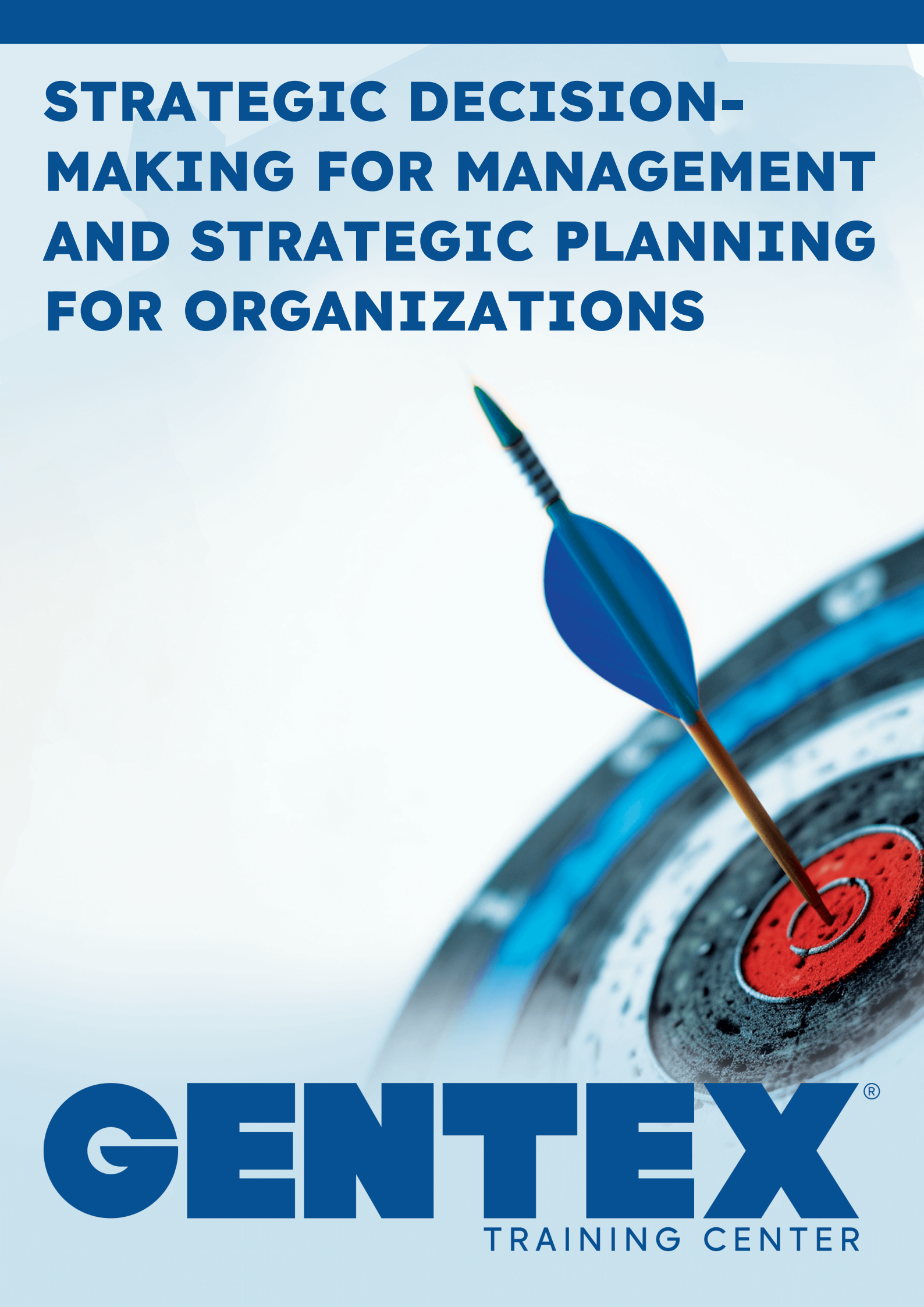
STRATEGIC DECISION-MAKING FOR MANAGEMENT AND STRATEGIC PLANNING FOR ORGANIZATIONS



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Introduction

Strategic Decision-Making for Management and Strategic Planning for Organizations examines how leaders choose between competing options under uncertainty and turn those choices into plans their organizations can execute. This Training Course covers decision quality, bias control, and planning architecture. Participants study PESTLE, Porter's five forces, SWOT and TOWS, decision trees, expected value analysis, the Cynefin framework, the Balanced Scorecard, and OKRs. Furthermore, the programme connects judgement to delivery through decision labs, planning workshops, and governance review simulations. As a result, delegates leave able to decide with evidence and plan so the decision actually lands.

Strategic Decision-Making for Management and Strategic Planning for Organizations Course Objectives

- Define strategic decision-making and its link to planning.
- Frame strategic problems clearly and separate symptoms from causes.
- Apply PESTLE, five forces, and SWOT to decision context.
- Generate and evaluate options with structured criteria.
- Apply decision trees, expected value, and real options thinking.
- Recognise and control cognitive and group biases.
- Choose the right decision approach using Cynefin.
- Translate decisions into plans, initiatives, and owners.
- Build Balanced Scorecard, OKR, and KPI frameworks.
- Govern execution and review decisions with evidence.

Course Methodology

- Interactive workshops using real strategy and decision files.

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- Problem framing and option generation labs.
- Decision analysis and expected value modelling exercises.
- Bias identification and decision review workshops.
- Planning architecture and governance design sessions.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Senior managers and business unit heads.
- Strategy and corporate planning professionals.
- Programme and transformation leaders.
- Risk and governance officers.
- Finance business partners and analysts.
- Department heads making resource decisions.
- Consultants advising on strategy and planning.

Strategic Decision-Making for Management and Strategic Planning for Organizations Course Outlines

Day 1: Strategic Decision-Making Foundations

- Defining strategic decisions and their characteristics.
- Decision types: reversible, irreversible, and staged.
- Decision quality: framing, alternatives, information, values.
- Problem definition and root cause discipline.
- Stakeholders, mandate, and decision rights.
- Ethics, accountability, and transparency.

- Building the decision framework and journal.

Day 2: Analysis for Strategic Decisions

- PESTLE and five forces context analysis.
- SWOT, TOWS, and gap analysis.
- Scenario thinking and uncertainty classification.
- Data, evidence, and information quality.
- Cost, benefit, and impact assessment.
- Risk assessment and sensitivity analysis.
- Documenting assumptions and decision criteria.

Day 3: Decision Tools and Bias Control

- Decision trees and expected value analysis.
- Real options and staged commitment thinking.
- Weighted scoring and multi-criteria decision analysis.
- The Cynefin framework: simple to chaotic decisions.
- Cognitive bias: anchoring, confirmation, and availability.
- Groupthink, advocacy, and structured dissent.
- Decision review, pre-mortems, and after-action review.

Day 4: Strategic Planning Architecture

- From decision to plan: objectives, initiatives, and measures.
- Vision, mission, and strategic objective setting.
- Balanced Scorecard and strategy map design.
- OKR and KPI framework construction.

- Milestones, dependencies, and sequencing.
- Resource, budget, and accountability alignment.
- Risk registers and interdependency mapping.

Day 5: Execution Governance and Review

- Governance forums and decision rights.
- Review cadence and performance dialogue.
- Corrective action and decision reversal rules.
- Change management: Kotter and ADKAR.
- Benefits realisation and decision value tracking.
- Learning from decisions and plan renewal.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Strategic Decision-Making for Management and Strategic Planning for Organizations, participants will have acquired a practical command of problem framing, option evaluation, bias control, and planning architecture. They will know how to choose between competing options with evidence, recognise when analysis must stop, and translate decisions into plans with owners and measures. In addition, the course prepares delegates to govern execution and review decisions honestly. As a result, they return to work ready to decide and plan with discipline. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Strategic Decision-Making for Management and Strategic Planning for Organizations course

Q1 What is the "Strategic Decision-Making for Management and Strategic Planning for Organizations" course about?

It is a five-day programme that connects strategic decision quality with the planning system that delivers it. It covers problem framing, context analysis, decision tools, bias control, planning architecture with Balanced Scorecard and OKRs, and execution governance.

Q2 What are the key benefits of the "Strategic Decision-Making for Management and Strategic Planning for Organizations" course?

Participants gain the ability to frame decisions properly, evaluate options with structured criteria rather than instinct, and recognise bias before it distorts a choice. They also learn to turn decisions into plans with clear owners and to review outcomes honestly.

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Q3 What skills will I gain from the "Strategic Decision-Making for Management and Strategic Planning for Organizations" course?

Strategic problem framing with root cause discipline, option evaluation with decision trees, expected value, and multi-criteria analysis, bias control with structured dissent and pre-mortems, and planning architecture with Balanced Scorecard, OKR, and KPI design.

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Q4 What tools, methods, or standards are covered in the "Strategic Decision-Making for Management and Strategic Planning for Organizations" course?

The course covers strategic decision characteristics and decision type classification, decision quality elements across framing, alternatives, information and values, problem definition and root cause analysis, stakeholder, mandate and decision rights mapping, governance and accountability frameworks, PESTLE and Porter's five forces analysis, SWOT, TOWS and gap analysis, scenario thinking and uncertainty classification, data and evidence quality assessment, cost, benefit and impact assessment, risk assessment and sensitivity analysis, decision trees and expected value analysis, real options and staged commitment thinking, weighted scoring and multi-criteria decision analysis, the Cynefin framework, cognitive bias awareness including anchoring, confirmation and availability bias, groupthink, advocacy and structured dissent techniques, pre-mortem and after-action review practice, decision-to-plan translation across objectives, initiatives and measures, vision, mission and strategic objective setting, Balanced Scorecard and strategy map design, OKR and KPI framework construction, milestone, dependency and sequencing planning, resource, budget and accountability alignment, risk register and interdependency mapping, governance forum and decision rights design, review cadence and performance dialogue design, corrective action and decision reversal rules, the Kotter and ADKAR change management models, benefits realisation and decision value tracking, and decision learning and plan renewal methods.

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

Delegates apply it through problem statements, context analyses, option appraisals, decision trees, expected value models, weighted scoring matrices, decision journals, pre-mortem reports, decision papers, strategic plans, strategy maps, Balanced Scorecards, OKR sets, KPI frameworks, initiative registers, governance terms of reference, review agendas, and decision review reports. They also use it to brief executive committees and to prepare investment and resource decisions.