

DECISION-MAKING MASTERY

Start Date:	15/12/2025	End Date:	19/12/2025
Categories:	Management	Venues:	Doha
Formats:	In Person	Instructors:	Roland Abi Najem

OVERVIEW

This course provides professionals with frameworks and tools to make confident, high-quality decisions in complex environments. Participants will explore the psychology of decision-making, avoid common pitfalls, and develop structured approaches to choosing wisely.

OBJECTIVES

By the end of this course, participants will be able to: – Understand the cognitive biases and heuristics that affect judgment. – Apply structured decision-making models in business contexts. – Analyze risks, trade-offs, and uncertainty effectively. – Use data, intuition, and stakeholder input in balance. – Improve decision speed, quality, and team confidence.

COURSE OUTLINE

1- The Psychology of Judgment and Decision-Making 2- Structured Decision-Making Models and Tools 3- Risk Analysis, Trade-Offs, and Prioritization 4- Collective Decision-Making and Team Alignment 5- Decision Quality, Speed, and Post-Mortems

TARGET AUDIENCE

Managers, strategists, team leaders, analysts, and professionals responsible for key decisions or resource allocation.

METHODOLOGY

Decision simulations, bias deconstruction labs, prioritization tools, risk analysis exercises, and real-world case discussions.

CONCLUSION

Participants will leave with practical tools to consistently make smarter, faster, and more confident decisions under pressure.

DAILY AGENDA

Day 1: Understand the Mind

Explore how biases and heuristics shape (and distort) our decisions.

Day 2: Structure the Process

Apply decision-making models to increase objectivity and clarity.

Day 3: Weigh Risks & Trade-Offs

Analyze uncertainty and prioritize options strategically.

Day 4: Decide Together

Engage teams, align stakeholders, and manage conflict in decisions.

Day 5: Decide Smarter, Faster

Practice making better decisions in real-time simulations.

For more information, please contact us:

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