

## DECISION-MAKING MASTERY

<b>Start Date:</b>	15/12/2025	<b>End Date:</b>	19/12/2025
<b>Categories:</b>	Management	<b>Venues:</b>	Doha
<b>Formats:</b>	In Person	<b>Instructors:</b>	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.

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