Email: info@gatewayconsulting.com | Phone: +96522968641
https://gatewayconsulting.com

DECISION-MAKING MASTERY

Start Date:	06/12/2026	**End Date:**	10/12/2026
Categories:	Management	**Venues:**	Doha
Formats:	In Person	**Instructors:**	

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

All Supervisory Levels, 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:
Email: info@gatewayconsulting.com | Phone: +96522968641
https://gatewayconsulting.com