

# Strategic Decision Making

1 day

## Description

This ILT Series course teaches students how to plan, frame, and research decisions. Students learn how to define decisions, apply appropriate decisions frames, avoid overconfidence, deal with uncertainty, generate options and select the best one, develop numerous high-quality options, evaluate the options and make a final choice, review and learn from experience, identify optimal decision outcomes, and identify and manage linked decisions. Students will also learn how an organization can benefit from employing strategic decision-making techniques, and how to use decision-making strategies to improve negotiation skills.

## Prerequisites

- *None*

## Course Outline

### ***Unit 1: Preparing to make decisions***

Topic A: Fundamentals of decision making

Topic B: Defining decisions

Topic C: Decision frames

Topic D: Researching decisions

### ***Unit 2: Decision options***

Topic A: Generating options

Topic B: Selecting an option

### ***Unit 3: Decision results***

Topic A: Results of your decisions

Topic B: Learning from the experience of others

### ***Unit 4: Complex decisions***

Topic A: Decision scenarios

Topic B: Linked decisions

### ***Unit 5: Group decisions***

Topic A: Making group decisions

Topic B: Overcoming decision making barriers

### ***Unit 6: Negotiation decisions***

Topic A: Making negotiation decisions

Topic B: Decision making pitfalls for negotiators