kod szkolenia: HR-PM-PD / 2D_ENG

The Art of Decision Making

Author training in the field of managerial decision-making skills

Training recipients

Training recommended for experienced managers.

Benefits

After completing the classes, participant:

- Is able to make decisions using specific techniques and tools.
- Knows his own decision-making style.
- Is able to use tools which support making individual and team decisions.
- Knows how to work out strategies of creative problem solving.
- Is able to avoid decision traps.
- Is able to make decisions in a situation of uncertainty and lack of information.
- Is aware of his own limitations in a successful finding solutions.
- Is able to minimize the consequences of post-decisive dissonance.

Training program

The psychology of making decisions

- General dimensions of decisions.
- Cooperation and the roles of cerebral hemispheres in decision-making process.
- Aspects of indecisiveness.
- The influence of emotions on decision-making process.

Analyzing decisive situation

- The types of decisive situations: certain, risky and uncertain.
- A series of processing information during decision-making process.
- Practical methods of analyzing information.
- Stages of making decisions (recognition, designing, choosing).

Decision-making styles

- Diagnosing the individual style of making decisions.
- Group styles of making decisions.
- Advantages and disadvantages of the group decision-making process.
- Creativity during decision-making process.

Decision-making techniques and tools

- Techniques of generating solutions (for example, Bond's Technique, de Bono Hats, Einstein's Technique).
- Tools supporting making decisions (for example, Osborn's Questions,90 seconds plus technique).
- The theory of games (prisoner's dilemma).
- Chaos Theory (turbulences).

Obstacles and mistakes in making decisions

- Decision-making traps (for example, anchoring, attachment to status quo).
- Obstacles impeding making objective and rational decisions (for example, informational, competitive, social, hierarchical).
- Making decisions in conditions of uncertainty.
- A tendency to take the risk and making decisions.

Optimizing the decision-making process

- Post-decisive dissonance – how to minimize it and be certain about the validity of decision made.
- Increasing the effectiveness of decisions made (for example, Vroom-Yetton-Jago model).
- Tools of optimizing decisive processes (for example, scenario planning, decisive trees).

Expected preparation of the participant

Managerial experience.

Czas trwania

2 dni / 14 godzin

Language

- Training: English
- Materials: English