Strategic Decision Making

18 – 22 January 2027
Lisbon (Portugal)



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Ref: 328856_230703 **Date:** 18 – 22 January 2027 **Location:** Lisbon (Portugal) **Fees:** 5200 GBP

Why This Course

In an era of complexity, uncertainty, and rapid change, the quality of decisions defines the success of leaders and organizations alike. Strategic Decision Making empowers professionals to make informed, data-driven, and forward-looking decisions that drive long-term value creation and organizational resilience.

This program integrates analytical thinking, behavioral science, and strategic frameworks to help participants evaluate risks, assess alternatives, and make confident decisions under uncertainty. It bridges intuition and analysis — combining structured reasoning with leadership insight to enhance both strategic foresight and execution impact.

What You'll Learn and Practice

By joining this program, you will:

- Understand the psychology, science, and strategy behind decision-making.
- Learn frameworks for structured and evidence-based decision processes.
- Analyze uncertainty, risk, and complexity using practical models.
- Balance analytical rigor with creative and intuitive thinking.
- Strengthen strategic judgment and ethical reasoning in decision contexts.
- Apply decision tools to real-world strategic and operational challenges.

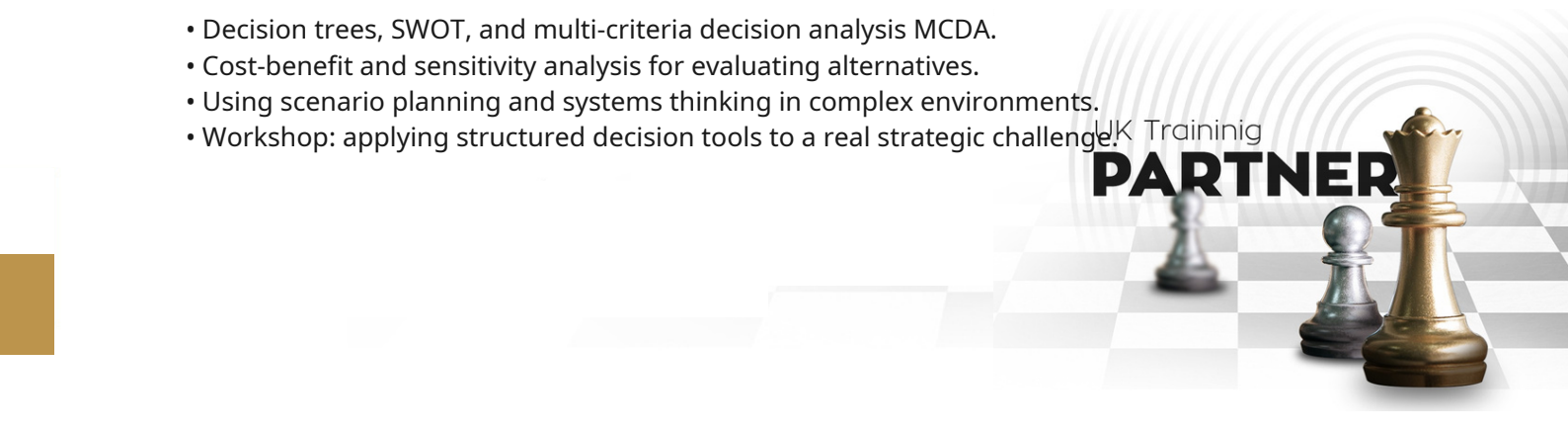
The Program Flow

Day 1: The Foundations of Strategic Decision Making

- The nature of strategic decisions: scope, impact, and complexity.
- Cognitive biases and decision traps in leadership.
- The role of intuition, logic, and data in decision processes.
- Case study: how world-class leaders make high-stakes decisions.

Day 2: Analytical Tools and Frameworks for Decision Making

- Decision trees, SWOT, and multi-criteria decision analysis MCDA.
- Cost-benefit and sensitivity analysis for evaluating alternatives.
- Using scenario planning and systems thinking in complex environments.
- Workshop: applying structured decision tools to a real strategic challenge.



Day 3: Decision Making Under Risk and Uncertainty

- Identifying and quantifying risk in strategic decisions.
- Probabilistic and game-theoretic approaches.
- Using forecasting, data analytics, and predictive modeling.
- Practical exercise: assessing risk-return trade-offs for a strategic initiative.

Day 4: Behavioral and Organizational Decision Dynamics

- Group decision-making, alignment, and governance structures.
- Managing conflict, influence, and stakeholder perspectives.
- Behavioral economics and emotional intelligence in decisions.
- Group project: simulating an executive decision-making scenario.

Day 5: Strategic Execution and Continuous Improvement

- Translating decisions into actionable strategies and plans.
- Feedback loops, evaluation, and post-decision learning.
- Decision-making culture: agility, accountability, and ethics.
- Action workshop: developing a Strategic Decision Framework for your organization.

Individual Impact

- Strengthen critical thinking and strategic reasoning skills.
- Gain confidence in making complex, high-impact decisions.
- Improve risk awareness, data literacy, and analytical precision.
- Develop leadership presence and ethical decision-making acumen.

Work Impact

- Enhance organizational decision quality and execution speed.
- Improve risk-adjusted outcomes and strategic foresight.
- Build a culture of collaboration, accountability, and learning.
- Drive innovation and competitive advantage through smarter choices.

Training Methodology

This program combines analytical modeling, behavioral insight, and experiential learning to ensure deep understanding and practical competence. Learning methods include:

- Interactive case studies and executive decision simulations.
- Group discussions and scenario-based exercises.
- Quantitative and qualitative decision analysis workshops.
- Guided reflection on leadership decision styles and behaviors.
- Toolkits and templates for strategic decision frameworks.



Beyond the Course

Upon completion, participants will be equipped to make sound, strategic decisions with clarity and confidence. They will leave ready to balance data, intuition, and insight — leading their organizations through uncertainty with judgment, agility, and purpose.

