Learn best practices to streamline and navigate your business decisions.

Sound decision making is fundamental to achieving organizational goals. Today's leaders operate in highly complex and dynamic environments characterized by rapid change and irreducible uncertainty. To succeed, leaders must hone their judgment and critical thinking skills, and develop effective decision-making tools and processes.

In this online program, you will explore the various elements of decision making and methods to cut through information overload and analysis paralysis to make better and faster decisions. Through multiple simulations, this interactive program is designed to develop your awareness of the numerous barriers to effective individual and group decision making and provide tangible tools and frameworks to overcome them.
Learning Objectives

Upon completion of the program, you will:

• Identify common pitfalls in the decision-making process
• Identify and practice effective behaviours for achieving objectives
• Determine which decisions require intuition or a structured framework
• Develop your ability to navigate multiple goals, competing stakeholders, and vast amounts of data
• Improve collaborative decision-making processes

Who Will Benefit

• Executives and managers who are responsible for making complex decisions in their organizations
• Leadership teams that need to consider multiple perspectives when making decisions
• Professionals who require a method of developing and presenting quantitative proof to all stakeholders prior to implementing decisions

Dates: March 24 - May 5, 2023

Program Delivery: Blended

Commitment: 21 hours
Course Content

<table>
<thead>
<tr>
<th>Date</th>
<th>Learning Activities</th>
<th>Format</th>
<th>Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 24, 2023</td>
<td>Program launch; virtual learning platform orientation</td>
<td>Online, synchronous</td>
<td>1 hour 1:30 – 2:30 pm</td>
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<tr>
<td>March 24 – April 13, 2023</td>
<td>Unit 1: Building the foundations; virtual simulation</td>
<td>Online, asynchronous</td>
<td>3 hours</td>
</tr>
<tr>
<td>April 14, 2023</td>
<td>Session 1: Individual and Competitive Decision-Making</td>
<td>In person</td>
<td>7 hours 8:30 am – 4:30 pm</td>
</tr>
<tr>
<td>April 14 – May 4, 2023</td>
<td>Unit 2: Integration and practice; observation learning activity, virtual simulation</td>
<td>Online, asynchronous</td>
<td>4 hours</td>
</tr>
<tr>
<td>May 5, 2023</td>
<td>Session 2: Evidence-based decision making and group dynamics</td>
<td>In person</td>
<td>7 hours 8:30 am – 4:30 pm</td>
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Faculty

MEHDI MOURALI, PHD

Mehdi is an associate professor of marketing at the Haskayne School of Business. His work focuses on understanding how people make judgments and decisions in the marketplace. In particular, his work investigates how psychological factors, such as motivation and affect, interact with environmental factors, such as the social and physical contexts, to influence consumer judgement and decision-making.