Effective Decision-making

Learn the 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 blended 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.

*Program schedule and content is subject to change. Please visit haskayneexeced.ca for the most up-to-date program information.
Learning Objectives
Upon completion of the program you will be able to:

• 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.

Dates: October 4 - November 1, 2023
Program Delivery: Blended
Commitment: 22 hours
Investment: $2,295.00
**Program Schedule: October - December 2023**

<table>
<thead>
<tr>
<th>Date</th>
<th>Learning Activities</th>
<th>Format</th>
<th>Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct 4</td>
<td>Welcome Webinar</td>
<td>Webinar</td>
<td>2:00 – 3:00 pm MT</td>
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<tr>
<td>Oct 4-11</td>
<td>Module One: Building the foundations, virtual simulation</td>
<td>Online module</td>
<td>3 hours</td>
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<tr>
<td>Oct 11</td>
<td>Session 1</td>
<td>In-person workshop</td>
<td>8:30 am – 4:30 pm MT</td>
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<tr>
<td>Oct 11 - Nov 1</td>
<td>Module Two: Integration and practice, observation learning activity, virtual simulation</td>
<td>Online module</td>
<td>3 hours</td>
</tr>
<tr>
<td>Nov 1</td>
<td>Session 2</td>
<td>Online module</td>
<td>8:30 am – 4:30 pm MT</td>
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*Dates and times subject to change.

**Faculty Lead**
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.