3 Days

Making and Influencing Business Decisions

▶ Training Details

Online Training Course Overview

We all are increasingly required to make complex business decisions under pressure in uncertain and highly dynamic situations. Some decisions expect and allow thorough data gathering and logical analysis, some are made with an educated guess or driven by intuition. What drives our choices and judgments? What factors influence the judgment of our stakeholders? How do we improve their perception of the quality of our decisions? How do we influence others' conclusions? This Anderson interactive online course is designed to addresses a comprehensive range of topics related to business decision making and influence. It is focused on the enhancement of essential knowledge and skills necessary to make and influence business decisions. It will equip you with a toolbox of ideas and methodologies for business problem solving, persuasive analysis and influential communication.

Online Training Course Objectives

By the end of this Anderson online training course, you will be able to demonstrate the following competencies:

- Enhanced critical thinking and problem solving skills
- Application of proven approaches to structure and solve business problems
- Effective identification and analysis of alternative solutions and justified recommendations
- Ability to draw warranted conclusions and make justified recommendations
- Understanding of relevant concepts from behavioural economics and social psychology to effectively influence decision makers

Designed For

This online training course has been specifically developed to build on skills and knowledge of professionals and managers to expand and develop strong decision-making capabilities within a complex, uncertain and volatile environment. It is suitable to a wide range of professionals but will greatly benefit professionals and managers who are interested in enhancing their decision-making capabilities and strive to become truly influential leaders. This program will equally appeal to employees in the private, public and not-for-profit sectors.

Online Training Course Outline

This hands-on Anderson online programme offers a stimulating learning experience. It is structured to balance theoretical and practical considerations from business analytics, behavioural economics, social psychology and strategic management to provide you with the essential knowledge and skills required to effectively and efficiently make business decisions and support them with convincing arguments. Amongst a wide range of valuable topics, the following will be prioritised:

- Making business decisions: what drives our choices and judgements?
- Identifying business problems/opportunities and understanding the decision environment
- Recognising business problems in their strategic context
- Defining options and decision criteria
- Prioritisation tools
- Scenario analysis
- The limits of rational decision-making approaches
- Lessons from behavioural economics and social psychology; heuristics and biases
- Influencing decision makers; science of persuasion

▶ Preview

First Session   : 11:00 – 12:30 1st Break   : 12:30 – 12:45 Second Session :

12:45 – 14:15 2nd Break	: 14:15 – 14:30 Third Session	: 14:30 – 16:00

▶ The Certificate

Anderson e-Certificate of Completion will be provided to delegates who attend and complete the course

▶ INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

Email: inhouse@anderson.ae

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