

▶▶▶ EXECUTIVE DECISION MAKING

Build tools and approaches to make the right decisions.

Organizations survive - or fail - based on the decisions of their leaders. Every day, you make many decisions, from the seemingly unimportant to those that could determine the very survival of the business. By matching decisions with the tools and frameworks best suited to solve them, you can analyze the underlying dynamics of an organizational issue in order to quickly and effectively resolve it. This course will provide you with insights into the psychology, physiology, and sociology of decision making, so that you can evaluate both your role in and your responsibility for the decision making process to deliver better outcomes to yourself and your organization.



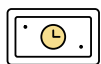
THIS COURSE IS IDEAL FOR...

- Professionals wishing to strengthen their understanding of and abilities in driving strategic decisions
- Individuals who wish to expand their influence as a strategic decision maker within their team and organization
- Organizational decision makers who drive strategic direction



HOW YOU WILL WORK SMARTER:

- Understand the process of making informed decisions from multiple perspectives
- Develop analysis techniques that you can use to optimize decision making
- Build new tools and frameworks that will allow you to guide decisions to optimal outcomes using tools including stakeholder analysis, influence without authority, interests versus positions, and organizational problem solving



COURSE DETAILS:



COURSE **INVESTMENT**



NUMBER OF **SESSIONS**



NUMBER OF **HOURS**



FACULTY:



Michael Sacks
Professor in the Practice of
Organization & Management



Steve Walton
Professor in the Practice of Information
Systems & Operations Management



CERTIFICATES THIS COURSE WILL HELP YOU EARN:

+ Business Analytics + Excellence in Business + Roberto C. Goizueta Leadership + Strategy & Innovation

Course Schedule

Day 1

Breakfast

The Psychology of Decision Making

Lunch

The Physiology of Decision Making

Day 2

Breakfast

Organizational Decision Making:
Decision Types and Tools

Lunch

Making Decisions in a Complex Organization

Program Wrap-up and Application:
Working within your organization to drive decisions

Learning Objectives

- Understand and learn how to recognize bias - unconscious and conscious, how it affects decision making, and how to overcome it
- Identify how to strike a balance between the use of objective and subjective information in decision making
- Explore the impacts of your behaviors on decision making to understand how stress and personal habits impact the decision making process
- Develop an action plan for making better decisions
- Explore how decisions are impacted by certainty, volatility, uncertainty, and ambiguity
- Evaluate decision types and decision tools to align the appropriate tool to each type of decision, identifying the impact when the wrong tool is applied to a particular type of decision
- Understand how decisions are made in complex organizations

Course and Certificate Registration

There are three ways to register:

Register:

Register online on the Emory Executive Education website:
<https://goizueta.emory.edu/executive-education/short-courses/decisions>

Send an email to:

executiveeducation@emory.edu

Call Emory Executive Education:

404-727-2200

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