

STRATEGIC DECISION MAKING

DAYS OF TRAINING: 1

PREREQUISITES: None

PREPARING TO MAKE DECISIONS

Fundamentals of decision making

Defining decisions

Decision frames

Researching decisions

DECISION OPTIONS

Generating options

Selecting an option

DECISION RESULTS

Results of your decisions

Learning from the experience of others

COMPLEX DECISIONS

Decision scenarios

Linked decisions

GROUP DECISIONS

Making group decisions

Overcoming decision making barriers

NEGOTIATION DECISIONS

Making negotiation decisions

Decision making pitfalls for negotiators

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