

BEHAVIORAL DECISION MAKING

Lead with **Clarity**. Decide with **Confidence**



20-25
participants



1 day
program



CONTENTS AND KEY TOOLS



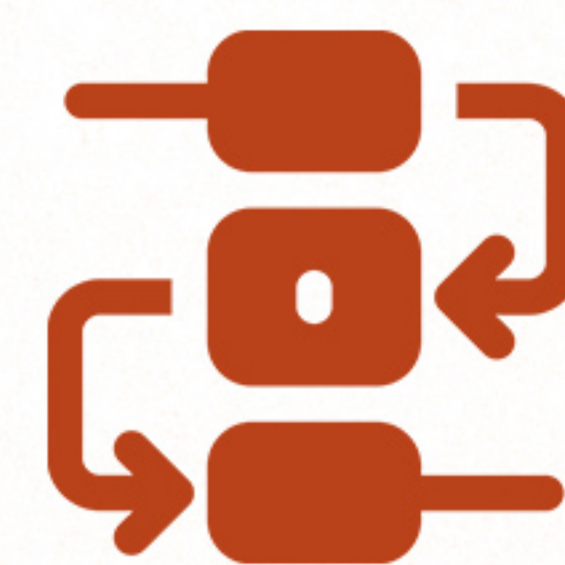
Heuristics
and
Biases



Lateral thinking by
Edward De Bono &
the 6 thinking hats



Parallel thinking
for collaborative
decision making

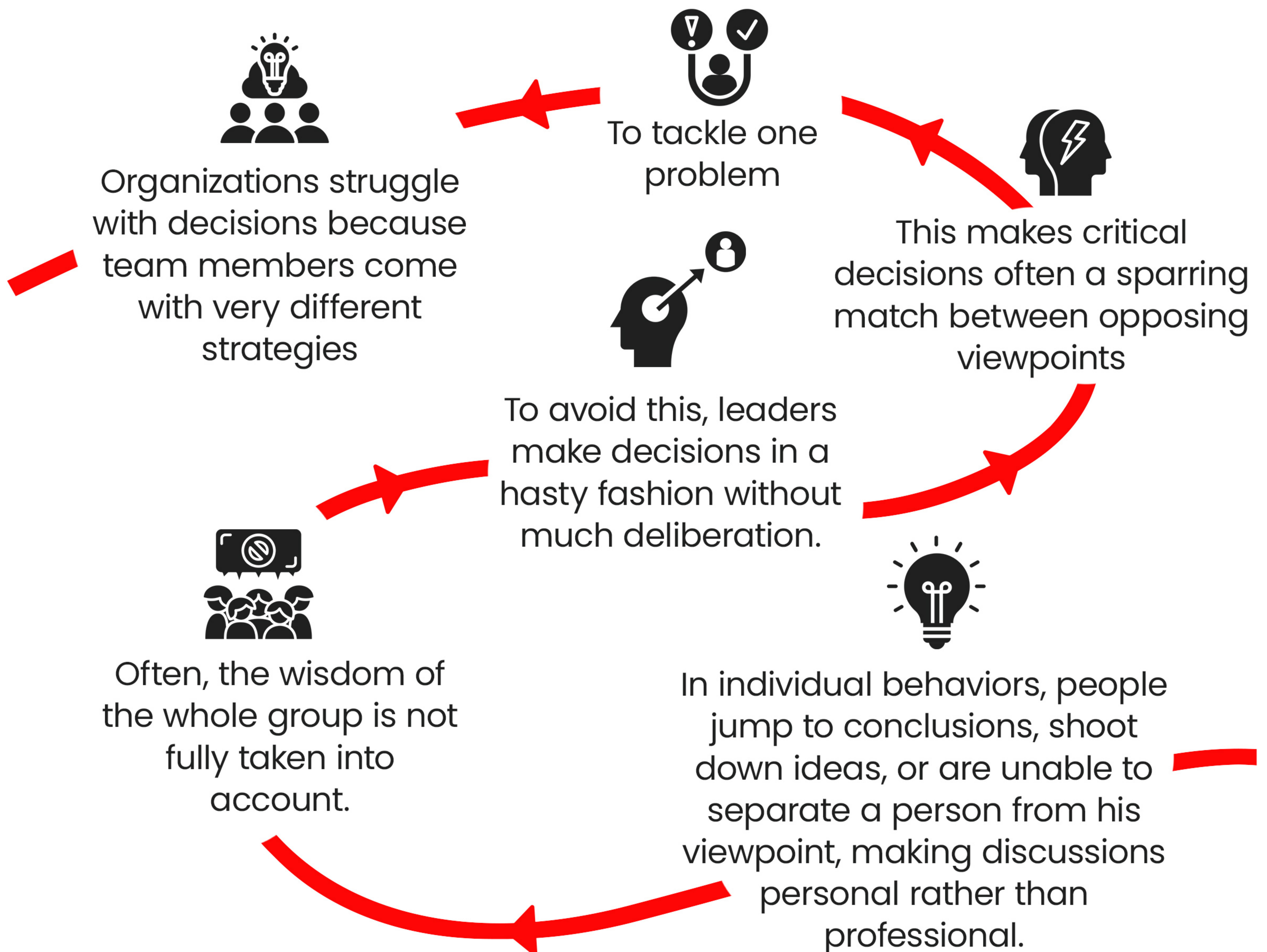


The - 5 steps to
avoid pitfalls in
a decision

CONSENSUS IS NOT COLLABORATION

In today's fast-paced corporate world, decision-making plays a central role in determining the success of any organization. But have you ever wondered why some decisions end up being more effective than others? The answer lies in understanding **Behavioral Decision Making—a process that challenges the assumption that humans are purely rational decision-makers.**

Why should you streamline your collective decision making?

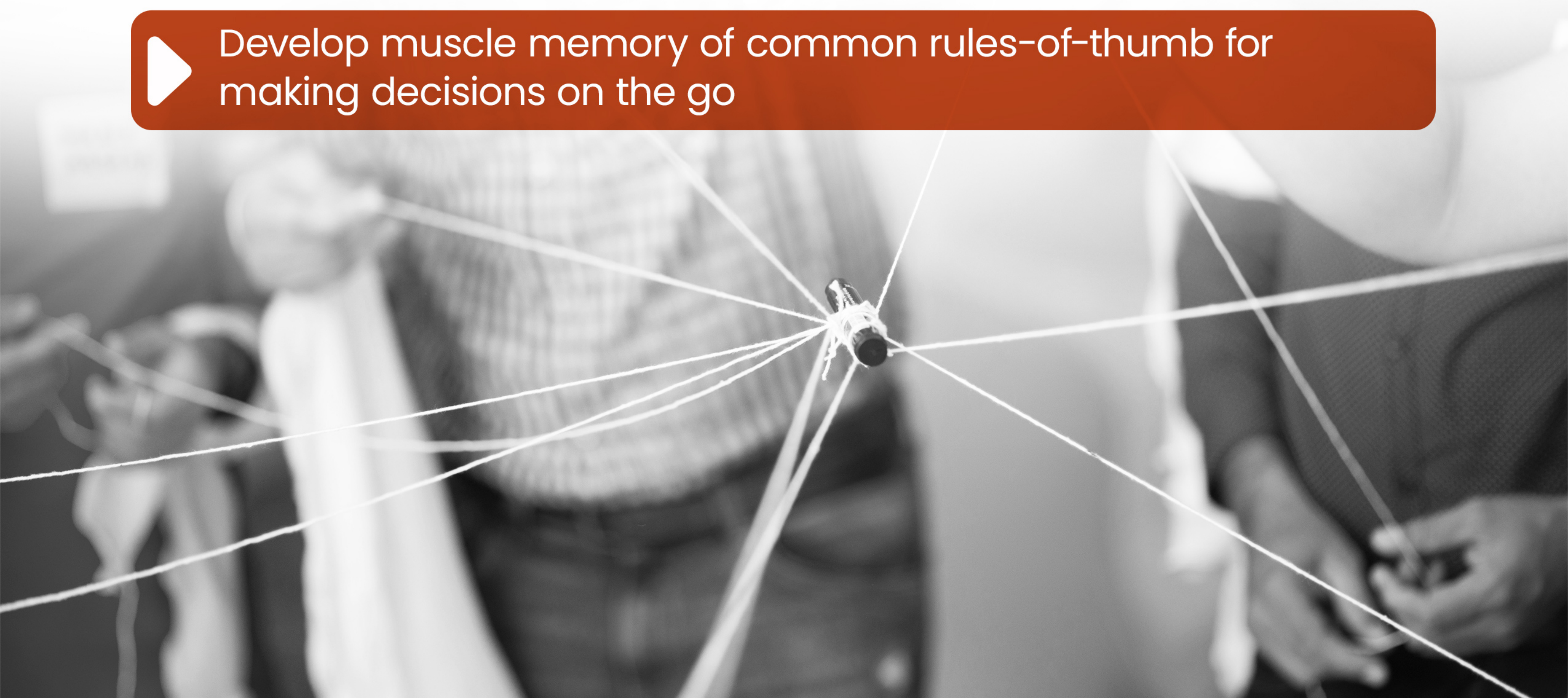


UNDERNEATH ALL THIS, THE MIND-SET IS:
"IF YOUR OPINION WINS, MY OPINION LOSES".



THE BENEFITS OF **EFFECTIVE BEHAVIORAL** **DECISION MAKING**

- ▶ Develop a renewed confidence in yourself to take important decisions without hesitation, regret or impulsiveness
- ▶ Learn to be deliberate and intentional about decisions
- ▶ Differentiate between critical, less important, and not so important decisions
- ▶ Optimize time taken in making important decisions, including meetings, personal thinking and idle thinking during work
- ▶ Stop being manipulated by your own biases, by learning to recognize and control them
- ▶ Take charge of your emotions, instead of being driven by them
- ▶ Develop muscle memory of common rules-of-thumb for making decisions on the go



UNDERSTANDING **THE PROCESS**

TRANSFORM HOW YOU AND YOUR
TEAMS **APPROACH**
EVERY DECISION

How We Address **the Challenges:**

Clarifying the Process

1 Is there a clear process to decision-making? We start by defining a step-by-step approach for making decisions, whether individually or in a group, and guide you on how to apply it to real-life scenarios.

Balancing Gut Feeling vs. Logic

2 Gut vs. Logic: What's the Right Balance? Discover the art of integrating intuition and logic to make decisions with confidence.

Collaborative Decision-Making

3 How Do We Make Decisions Together? We teach your team effective ways to collaborate, fostering inclusive discussions and minimizing conflict.

Emotions & Biases-Friend or Foe?

4 When Should Emotions Play a Role in Decisions? We'll help you understand when emotions and biases can add value and when they can hinder the decision-making process.

Maximizing Available Information

5 How to Use Data and Information Effectively? Learn how to collect relevant data and analyze it properly to make informed decisions.

WHAT CLIENT SAY ABOUT US

“ The program enhanced our capabilities and helped us tackle tough challenges. I learned to work as both a team member and a leader. Haris is an excellent Trainer.

”



Syed Hassan Javed

Regional Business Head

UBL Funds

“ Participating in the training program has transformed my thinking, helping me better analyze people and situations in both personal and professional life. It was a unique experience compared to traditional learning, Thank you Haris

”



Emad Ahmed

Area Sales Manager

Burque Corporation