Executive Decision-Making and Strategic Problem-Solving Training Course

30 Nov - 04 Dec 2026

Milan

5900 € (Per Person)

Ref: #CS2523_184433

Course Introduction / Overview:

In today's volatile and complex business environment, the ability to make sound decisions and solve intricate problems is the cornerstone of effective leadership. This course is meticulously designed to transform managers and executives into strategic thinkers capable of navigating ambiguity with confidence. We delve deep into the cognitive processes that underpin decision-making, drawing on the seminal work of Nobel laureate Daniel Kahneman and his influential book, "Thinking, Fast and Slow". Participants will explore the hidden biases and mental shortcuts that can derail judgment and learn structured frameworks to counteract them. The program moves beyond theoretical models to provide practical, actionable strategies for problem-framing, root cause analysis, and creative solution generation. At BIG BEN Training Center, we are committed to fostering an environment where leaders can sharpen their analytical skills, enhance their strategic foresight, and master the art of making high-stakes decisions under pressure. This training course provides a comprehensive toolkit for dissecting complex challenges, evaluating alternatives with clarity, and implementing solutions that drive organizational success and sustainable growth. It is an immersive journey into the science and art of superior judgment, preparing leaders to face the future's unpredictable challenges head-on.

Target Audience / This training course is suitable for:

- C-Suite Executives (CEOs, CFOs, COOs).
- Senior and Mid-Level Managers.
- Team Leaders and Supervisors.
- Heads of Departments.
- Project and Program Managers.
- Strategic Planners and Business Analysts.
- Consultants and Business Advisors.
- Entrepreneurs and Business Owners.
- Public Sector Administrators and Policy Makers.

Target Sectors and Industries:

- Banking and Financial Services.
- Healthcare and Pharmaceuticals.
- Information Technology and Telecommunications.
- Engineering and Construction.
- Oil, Gas, and Energy.
- Manufacturing and Logistics.
- Retail and Consumer Goods.
- Management Consulting.
- Governmental agencies and public sector organizations.
- Non-Profit and Non-Governmental Organizations.

Target Organizations Departments:

- Executive Management and Leadership.
- Operations and Production.
- Strategy and Business Development.
- Project Management Office (PMO).
- Finance and Accounting.
- Human Resources and Talent Management.
- Marketing and Sales.
- Research and Development.
- Risk Management and Compliance.

Course Offerings:

By the end of this course, the participants will have able to:

- Identify and mitigate cognitive biases in personal and group decision-making processes.
- Apply structured problem-solving frameworks to deconstruct complex business challenges.
- Utilize data-driven approaches and analytical tools to inform strategic choices.
- Master techniques for creative thinking and innovative solution generation.
- Conduct effective root cause analysis to address underlying issues rather than symptoms.
- Lead and facilitate group decision-making sessions for optimal outcomes.
- Develop robust strategies for making critical decisions under uncertainty and pressure.
- Evaluate risks and opportunities associated with different strategic alternatives.
- Communicate decisions effectively to stakeholders to ensure buy-in and successful implementation.
- Foster a culture of critical thinking and intelligent decision-making within their teams.

Course Methodology:

This training course from BIG BEN Training Center employs a dynamic and interactive learning methodology designed for maximum engagement and practical application. We believe that adult learning is most effective when it is experiential and directly relevant to the participant's professional challenges. Therefore, the training methodology is built upon a foundation of real-world case studies, allowing participants to analyze and solve complex problems drawn from various industries. The program features a blend of expert-led presentations, facilitated group discussions, and collaborative workshops. Participants will work in teams on practical exercises and problem-solving simulations that mirror the pressures of executive decision-making. These activities are designed to reinforce theoretical concepts and provide a safe environment to practice new skills. A significant emphasis is placed on peer-to-peer learning and feedback, enabling participants to gain diverse perspectives. Role-playing scenarios will be used to hone skills in communicating decisions and managing stakeholder expectations. Our approach ensures that participants not only grasp the concepts but also leave with the confidence and tools to apply them immediately in their workplace, driving tangible improvements in their decision-making and leadership capabilities.

Course Agenda (Course Units):

Unit One: The Psychology of Executive Decision-Making

- The dual-process brain: System 1 and System 2 thinking.
- Identifying and understanding common cognitive biases.
- The role of intuition and experience in leadership decisions.
- Frameworks for rational decision-making.
- Overcoming analysis paralysis and information overload.
- Developing metacognitive skills for self-awareness.
- Introduction to mental models for better judgment.

Unit Two: Mastering Complex Problem Solving

- Defining and framing complex problems effectively.
- Techniques for root cause analysis (e.g., 5 Whys, Fishbone Diagram).
- Introduction to systems thinking for holistic problem analysis.
- Creative problem-solving and brainstorming techniques.
- Developing and evaluating a range of potential solutions.
- The Cynefin framework for sense-making in complex environments.
- Moving from problem identification to solution implementation planning.

Unit Three: Data-Driven and Strategic Decision-Making

- Leveraging data and analytics for informed choices.
- Distinguishing between correlation and causation.
- Introduction to decision matrices and weighted scoring models.
- Fundamentals of risk assessment and management.
- Scenario planning and strategic foresight techniques.
- Aligning decisions with long-term organizational strategy.
- Measuring the impact and success of decisions.

Unit Four: Decision-Making in a Collaborative Context

- The dynamics of group decision-making.
- Techniques for facilitating effective team decisions.
- Avoiding groupthink and encouraging constructive dissent.
- Consensus-building and conflict resolution strategies.
- Stakeholder analysis and management in the decision process.
- Leading decision-making processes in virtual and hybrid teams.
- The leader's role in creating psychological safety for open discussion.

Unit Five: Leadership, Ethics, and Implementing Decisions

- The ethical dimension of executive decision-making.
- Frameworks for navigating ethical dilemmas.
- Communicating difficult decisions with clarity and empathy.
- Strategies for gaining buy-in and managing change.
- Building a resilient and adaptable decision-making culture.
- Learning from decision outcomes, both successes and failures.
- Developing a personal action plan for improved decision-making.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How can an organization cultivate a culture that not only tolerates but actively learns from decision-making failures without encouraging recklessness?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by deeply integrating the psychological underpinnings of decision-making with practical, strategic business frameworks. Unlike programs that focus solely on analytical models, we dedicate significant attention to the human element, exploring the cognitive biases and mental shortcuts that influence even the most experienced leaders, drawing heavily from established research in behavioral economics. The curriculum is uniquely structured to build skills progressively, starting with individual cognitive awareness and moving toward complex group dynamics and organizational strategy. Another key differentiator is our emphasis on "decision implementation". We go beyond the moment of choice to equip participants with the communication, change management, and leadership skills necessary to translate a decision into successful action and organizational alignment. The use of dynamic simulations and industry-specific case studies ensures that learning is not just theoretical but immediately applicable. Participants will leave with a holistic understanding, capable of navigating not only the "what" of a decision but also the "why" behind their thinking and the "how" of its execution in a complex world.