

# Executive Decision-Making

How do you make the right decision? This 3-day, in-depth and interactive seminar about holistic decision management offers guidance and instruction to executives looking to optimize their decision-making skills even further.

## CONCEPT

As an executive, you know your decisions will have major implications for your business. Good decisions create values, market position, prosperity and motivation. But how do you make good and correct decisions? A large part of successful management depends on coming up with the right answers to the right questions. Our “Executive Decision-Making” seminar is important for anyone who bears responsibility for company results, and for anyone who influences and shapes their company, a business unit or a department with their decisions.

## WHO SHOULD ATTEND

Executives and experienced middle management from all areas of business who are looking to understand even better the “art” of making decisions, and who want to hone their own decision-making skills even further.

## TOPICS COVERED

### Managing with Decisions

- The importance of right decisions for the development of your company
- Decision-making as core competency
- Decision management as part of your leadership style

### What do Research and Business Practices say?

- How executives make decisions in the real world
- The typology of a decision-maker
- The holistic context for management excellence
- Empirical studies about effective management techniques

### How Executives make Decisions

- The hallmarks of skillful decision-making
- Analyzing important decisions
- The decision portfolio as a personal management instrument

### How Executives should make Decisions

- Audit – the relevant fields of action
- Guiding your company in the direction of success
- Taking a problem-solving approach
- Filtering out those possible directions – from many – that are less relevant

### The Importance of Intuition and Experience

- Intuition and gut decisions
- How feelings can improve the quality of decisions

- The importance of personal experiences
- Using your intuition and experience correctly

### Your own Personal Decision-Making Behavior when making Decisions

- When developing strategy and setting the course your company should take
- When deciding about investments and resource allocation
- When making personal decisions
- When setting objectives and monitoring objective-achievement

### Making Group Decisions

- When does the knowledge of a group exceed that of each individual?
- Increasing the efficiency of groups
- Realizing group decisions

### Optimization – Stimulus and Insights from the Seminar

- Insight 1: My personal decision portfolio
- Insight 2: My personal decision-making pattern
- Insight 3: Optimizing potential in decision-making using decision management techniques

### Implementing Decisions

- Handling conflicts with objectives
- Controlling the consequences of my decisions
- Communicating my decisions

## Sessions & Fees

EP5920	Nov 23 – 25, 2020	Berlin, GER
EP5911	Jun 23 – 25, 2021	Rottach-Egern, GER
EP5921	Oct 04 – 06, 2021	Hamburg, GER

Duration: **3 days**

Fees: **EUR 3,300.– | CHF 3,600.– | US\$ 3,900.–**

Registration: [www.bostonprograms.com/ep35](http://www.bostonprograms.com/ep35) or registration form on the back of the brochure

Are you interested in corporate education or consulting?  
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## General Information

### Registration and Confirmation

You can register by email, mail or FAX, or at our website. Once you register, you receive written confirmation, including detailed information on the location of the program, travel directions, hotel accommodations and an invoice for the program fees. If the program is fully booked, we notify you immediately. When you complete the program, you receive a certificate of attendance. Please note that the program curriculum, faculty and hotels are subject to change and/or amendment.

### Change of Registration

If you need to change your registration, please notify us at least 4 weeks before the program starts. A change of registration entails a fee of 300 Euros. Under some rare circumstances, a program or parts of a program may have to be postponed or modified. In such cases, we will notify you immediately to ensure that you can attend an alternative program with similar content.

### Cancellation

You may cancel your registration free of charge 3 months before the program starts. If you cancel between 3 months and 6 weeks before the start date, you will be charged 40% of the program fees. For cancellations within 6 weeks of the program start date, you will be charged the full program fees. You can arrange to have someone take your place up to 3 days prior to the program start date.

### Program Fees

Program fees for our seminars and programs include the faculty fees and educational materials associated with the program (V.A.T. is not included). Accommodations and meals are not included. If only parts of a program are attended, missed parts may not be made up. Payment is accepted in Euros, Swiss Francs or US Dollars. Reference currency: Euro.

### Accommodation, Daily Delegate Rates

Our programs are held at high-quality hotels and seminar centers. Participants are not obligated to stay at the seminar hotel. Note, however, that Boston Business School customarily negotiates a special room rate with the seminar hotel. Unless it is included in the accommodation rate, an additional daily delegate rate for lunch, coffee, etc., will be charged to participants. For rooms at the seminar hotel, participants make their own reservations following instructions provided by Boston Business School, and pay the hotel bill on the final day of the program.

### Insurance, Disclaimer

Boston Business School does not offer insurance to participants. Therefore, participants must carry their own insurance policies to protect them from damages due to accidents, disease, theft and so on. Boston Business School cannot be held liable for damages. Terms, conditions and course content are subject to change and/or amendment.

## Registration Form

Please complete and print this registration form and mail or FAX it to:

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Number of Employees (opt.)

under 200  up to 1000  over 1000

Signature

Date