



Executive  
Education

# Strategic Decision Making for Management

Develop a deep understanding of  
the science behind analytical and  
intuitive decision making.





# Understand today. Influence tomorrow.

## **At LSE Executive Education, we see the world as interconnected.**

We are not just another business school. As a leading social sciences university, we believe a multidisciplinary approach and understanding is fundamental to success across sectors, corporations and organisations.

LSE has been a pioneer in providing executive education for professional development since our inception in 1895. Founded to know the causes of things for the betterment of society, LSE's mission remains as

relevant today as ever—our global influence extends beyond the business world, with 37 world leaders and 18 Nobel prize winners having taught or studied at LSE.

We take an unashamedly intelligent approach to executive education. Rated number one in the UK by the Research Excellence Framework, our world-class research and outstanding faculty shape the LSE Executive Education learning experience. We forge leaders who shape our world, change-makers who see the power in exploring the cause of things, and executives who know that if you want to influence tomorrow, you need to understand today.

**This is the LSE Advantage.**



# — Strategic Decision Making for Management

**It has never been more important to make the right strategic decisions. Build the knowledge to navigate the road ahead with confidence and clarity.**

This immersive and highly interactive programme gives you the analytical and intuitive tools to analyse, frame and model decisions with multiple objectives and uncertainties. You emerge prepared to assess the performance of different strategies and choose high-value options. And navigate the complexity and deep uncertainty of the current context with clarity and confidence – for today and tomorrow.



**5** Days in length



**World class faculty**



**Central London location**

## Key Topics

- Introducing strategic decision making: Framing decision problems and modelling strategic and fundamental objectives
- Modelling strategic priorities: Modelling uncertainties and risks, assessing and creating strategic options
- How to think about decisions: Thinking about objectives and preferences, uncertainties, risks and options
- Improving organisational decision making: Bringing it all together and taking it back to your organisation.

**Timetable →**

## Programme Benefits

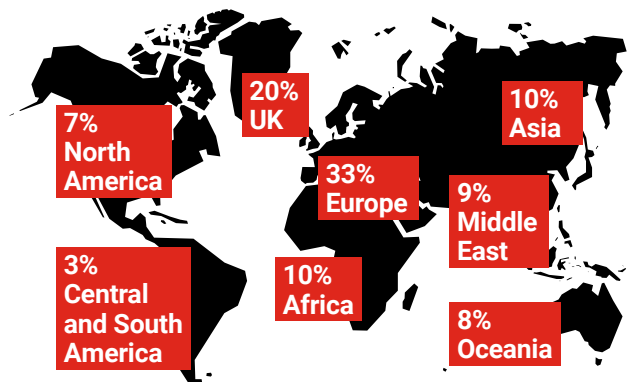
- Explore the qualitative and quantitative dimensions of analytical decision making
- Learn about your own intuitive decision style – and when to know if intuition alone is enough
- Build your awareness of systematic cognitive biases and traps that can hamper strategic decision making
- Develop winning solutions to overcome these obstacles in your decision-making
- Know when you have the green light, and it is time to go ahead and commit to the decision.

# Attendee Profile

## Who is this programme suitable for?

- Executives across every department of the organisation charged with making business-critical decisions
- Managers who will be in leadership positions in the future
- Anyone dealing with important decisions, either in private or public organisations, as well as small enterprises
- Anyone intrigued by the fascinating field of decision making and wishing to develop their confidence and decision-readiness in these uncertain times.

## Participants from over 60 countries:



## Participants from various industries:



\* Figures averaged across our Executive Education portfolio

“Some of the principles I learned are already coming into the framework of my day-to-day – I’ve started to stop and think during my decision-making process, balancing strong decisions solutions with strategic objectives.”

Zarpina Kabir

Head of Northern Europe – Advertising, Adobe

## Faculty



### Dr Barbara Fasolo

Associate Professor of Behavioural Science, Barbara is an expert in behavioural public policy. She has a specific interest in digital nudging and is an expert on choice processes and choice architecture. She is the Head of the LSE Behavioural Lab and serves in the Society of Judgment and Decision-Making Conference Programme Committee.



### Dr Umar Taj

Umar holds a PhD in Behavioural Science from Warwick Business School and a MSc in Decision Science from London School of Economics and Political Science. Umar is the founder of Nudgeathon™ - a crowd-sourcing platform in which diverse teams of stakeholders come together to find behavioural solutions to social problems. He is also the founder of Behaviour Insight™ - a tech-based behaviour change solution that systematically identifies barriers to behaviour change and guides the user to develop successful interventions.





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## How to apply

To submit an online application and find details of our latest dates and fees please visit

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## Contact us

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