SUCCESSFUL DECISION-MAKING

Having a high decision-making ability means, being able to make quick decisions to get a task done. Those who have a high level of decision-making competence actively decide between different options for action and realize self-defined, own creative goals. If no decision criteria are available, this person uses his or her value framework and experience background to make decisions, focusing on the essentials.
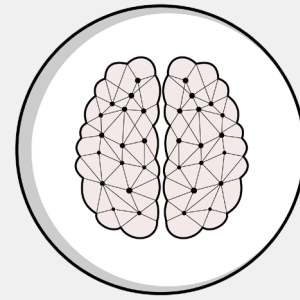
FACTS

LANGUAGE
German
English

COURSE TYPE
Presence Training
Online Training
Blended Learning
E-Learning

REQUIREMENTS
None

AVAILABLE
Inhouse
Individual (Blended and E-Learning)

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**FACTSHEET ONLINE**

TRAINING DESCRIPTION

In this training, you will get to know different methods for decision making from individual decisions, consensus/ compromise to consensus and negative consensus.

In different exercise sequences, we introduce decision tools like the pro-con list, preference matrix, pair comparison, decision trees for first-order decisions.

For second-order decisions, we will work with the Coverdale aims grid and the Coverdale decision tree to decide in complex situations or to communicate these decisions.

To move forward in complete uncertainty and to make decisions on sight, we present Effectuation, a method from entrepreneurship research that is particularly successful in open-ended situations.

DIFFERENT WAYS TO MAKE DECISIONS
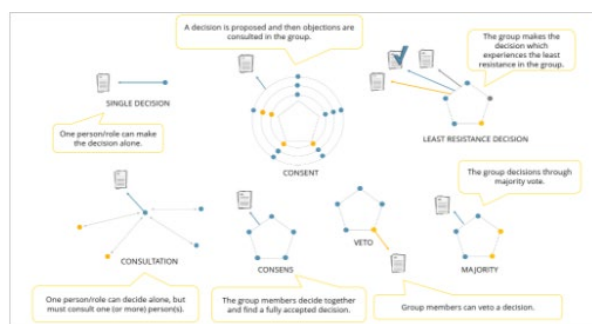
CONTENTS AT A GLANCE

FUNDAMENTALS
- The Basis for decision making
- Decision-making methods

FIRST ORDER DECISIONS
- Decision tools in list form (e.g. pro-con list)
- Decision tools based on pair comparison (e.g. preference matrix)
- Decision tools as a matrix (e.g. utility value analysis)

SECOND ORDER DECISIONS
- Decide with scenarios (e.g. Coverdale decision "onion")
- Decision tree diagrams
- The Coverdale Aims Grid as a decision-making tool

DECISIONS IN OPEN-ENDED SITUATIONS
- Effectuation as a decision-making method for completely open-ended, complex situations

PEER COACHING
- Reflect and work on your decision questions together with peers

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