

Executive Education



Decision Making for Leaders

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PROGRAM SNAPSHOT

Duration

2 days

Program Director

Jill Klein

Location

Carlton (VIC)

Apply now

mbs.edu/dml

Please refer to our website for program dates and fees.

Note: This program is non-residential. The program fee covers tuition and meals during the program.

Empower yourself to make strategic judgements in your organisation. Combining evidence-based principles and practical tools, we'll show you how to leverage your strengths and apply sound judgement that drives strategy, innovation and sustainable results throughout your business.

Who should attend

- Senior decision-makers with at least three years of management experience
- Executives seeking to develop their strategic decision making ability.

Learning outcomes

- Develop insights into decision-making at the highest level
- Understand how cognitive biases can affect your decisions
- Recognise when intuition would be more useful than further analysis
- Identify good decisions in the face of uncertainty
- Implement a structured decision-making process
- Lead a team through effective decision-making.

Program Journey

You will emerge with new skills and behaviours, aligned to your learning goals.

Pre-program preparation

- Access to program material through our online-learning platform, CANVAS.

Program

This program explores the following key themes:

Self-development:

- Executive intuition and the process of decision-making
- The relationship between decisions and outcomes
- Personal effectiveness in decision-making
- Understanding cognitive biases and remedies to apply
- Accountability in decision-making
- Group vs individual decision-making
- Decision traps for top managers
- Decisions about how to spend your time.

Deciding for your organisation:

- The role of the organisation in decision-making
- Targeting your information search: asking the right questions
- Structuring managerial decision problems
- Guiding others through the decision-making process
- Decision-making in uncertainty
- Assessing decision quality in the face of risk and uncertainty
- Creating healthy conflict and reaching consensus
- Decision making under pressure.

Post-program

- Continued learning through access to program material, facilitators and networking via our online-learning platform.

Learning methods

- **Interactive modules**, delivered by global experts, provide tools and frameworks to increase your decision-making effectiveness.
- **Case studies** provide real examples that translate decision-making theory into applicable skills.
- **Feedback and discussions** provide additional insights to your situation and consolidate key learnings.
- **Simulations** clarify key challenges leaders face in making decisions, offering insights into behaviour, negotiation and strategic goals.
- **Syndicate groups** facilitate discussion and collaboration that reinforces learning and ensures application of new concepts, tools and frameworks.



Program Director

Jill Klein

Jill is a Professor at Melbourne Business School and a Professorial Fellow at Melbourne Medical School, University of Melbourne. She has delivered executive education programs for more than 20 years. Her teaching on decision making has inspired business leaders from around the world.

She has worked with large international organisations, including Ericsson, AstraZeneca, Toshiba, Clemenger BBDO and Adidas, as well as many healthcare organisations. Her research interests are managerial judgement, resilience, leadership and clinical decision making.





PROGRAM JOURNEY

PRE-PROGRAM ACTIVITIES

(approx. 6 weeks prior to program commencement)

READ

Pre-reading articles on our online learning platform CANVAS

	DAY 1	DAY 2
	8:30 am Registration and Refreshments	9:00 am Program Start
	Welcome and Introduction	 When to Use Your Intuition
	 Judgemental biases in decision making	 Decisions about how to spend your time
	 Lunch	
	 Optimal team decisions under pressure (Case exercise)	 Identity and Decisions
		 Ethical Judgments
		4:30 pm Program Close

CAMPUS LOCATIONS:

HEAD OFFICE

CARLTON

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