

Executive Decision-Making with Data

Practical frameworks for deciding under time pressure and uncertainty, while avoiding the common biases.

Level	Advanced
Duration	2 days · 12 training hours
Fee	999 AED
Group size	5 - 16 participants
Delivery	In-house · Public run
Runs each year	10 May and 6 September

All training programmes are accredited by the Sharjah Private Education Authority.

Programme objectives

- Match the decision framework to the type of problem
- Evaluate options against transparent weighted criteria
- Handle uncertainty and run scenario analysis
- Recognise cognitive biases and limit their effect

Who it is for

Executives, department directors and members of institutional committees.

Prerequisites: At least three years of leadership experience.

Programme outline

Day 1 — Decision frameworks

- Classifying problems: simple, complicated, complex
- Decision frameworks and which fits each class
- The weighted criteria matrix
- Exercise: an investment decision with competing criteria

Day 2 — Uncertainty and bias

- Scenario analysis and decision trees
- Cognitive biases in the meeting room
- Group decisions and avoiding groupthink
- Documenting the decision: what, why, and which options were rejected

Competencies developed

- Critical thinking
- Risk management
- Option analysis
- Institutional decision documentation

What participants take away

- A weighted option evaluation matrix
- An executive decision memo template
- A checklist of common biases and their counters
- A company-issued certificate of attendance

How it is assessed

An executive case study: analysing options and presenting a written, reasoned recommendation.

About the company

Innovation Excellence Consulting & Training is a Sharjah-based firm working with government and private organisations across the UAE and the region. We deliver management consulting, excellence award readiness, customer experience, corporate innovation, ISO certification and research — alongside accredited, applied training programmes.

Programmes accredited by the Sharjah Private Education Authority · 3,500+ professionals trained · 40 government and private entities

Why train with us

- No less than 40% of every programme is exercises and case work, not lecturing.
- Programmes designed on the ADDIE model, with cases drawn from the participants' own workplace.
- Trainers with genuine field experience in the work they are teaching.
- Delivered in Arabic and English to the same standard — in-house, public or virtual.

Register for this programme



To register, or to run this programme at your premises, get in touch — or register directly from the programme page on our site.

+971 6 558 7807

info@innovationexcellence.ae

+971 55 139 9356

www.innovationexcellence.ae

Office 37, One Center, Al Buttina Sharq St., Sharjah, United Arab Emirates

Fees are per participant in UAE dirhams and exclude VAT. Confirm the year of each run on our website.