

LEADERSHIP DECISION MAKING

Optimising
Organisational
Performance

TUESDAY, MARCH 17, 2020

Karachi Marriott Hotel | 9 am to 5 pm



COURSE FACILITATOR

Dr. Umar Taj

Executive Teaching Fellow Behavioral Decision Science



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COURSE INTRODUCTION

Are we hiring the best people for the job? Should we choose the risky option or the sure thing? Should we aim for larger future gains or smaller immediate gains? How should we make rational decisions in uncertain times? What are the best strategies for negotiating an agreement? Should we trust gut feelings?

The Future of Jobs report by World Economic Forum concludes that decision making is the top skill that is expected to remain overwhelmingly 'human', which means it is a crucial skill that is hard to automate.

From classical to contemporary times, two skills remain essential in all professional settings: wise judgment and effective decision making. Grounded in theories and evidence from decision science, psychology, behavioural economics, and neuroscience, **Leadership Decision Making** is a real-life experiential course that teaches leaders like you how to answer tough questions, improve the accuracy of your estimates, and structure effective negotiations. Moreover, it teaches you how to design better decision environments—ones that reduce bias and inaccuracy—making your organization smarter. Rather than passively accepting information as it is given, you will transform information into new formulations—that is, become what we like to call 'decision architects.'

Leadership Decision Making highlights cognitive insights for boosting decision making. This is a step above and beyond what is taught in standard MBA courses. The learning is applied to 'your live decision' during the course and not on pre-canned artificial cases, because there is no unique solution to any decision or policy problem - and, quite simply, no department or person is like another. In this course, cutting-edge research will be presented, some even before its release to the general public, and you will have the opportunity to interact with experts both during and after the course.

COURSE OUTLINE

Leadership Decision Making translates scientific discoveries into practical strategies through decision exercises. The curriculum focuses on key areas that allow for the optimization of organizational performance, including:

- Reducing decision biases in your organization
- Improving negotiation skills
- Increasing forecast accuracy, especially for low-probability, potentially catastrophic events
- Understanding the role of emotion in judgment and decision making
- Designing smart accountability systems for judgment and decision making
- Gaining support for your decisions
- Communicating risk accurately and effectively

SPECIAL ACCESS TO DECISION CANVAS™

In this course you will gain special access to a proprietary tool created by Dr Barbara Fasolo and Dr Umar Taj (based at the London School of Economics and Political Science) that allows you to define your decision, identify bias and de-bias or nudge your decision in a simple and structured way. The visual representation of the decision problem and its complexity through the use of Decision Canvas™ makes it an ideal tool for group decision making with multiple stakeholders. Each step of the canvas is accompanied by proprietary supplementary guides.

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WHO SHOULD ATTEND?

- C-level Executives across every department of the organisation who are dealing, or are involved with, strategic decisions
- Anyone dealing with important decisions, either in private or public organisations, as well as small enterprises.
- Managers responsible for addressing challenges in their organization, those who want to "nudge for good" and those who will be in leadership positions in the future
- Designers and developers creating new products and ventures.

To further leverage the value and impact of this program, clients are recommended to send cross functional teams of executives. Details of group discount are given on the last page.

Senior executives from following companies have attended this course



Testimonials from the London School of Economics Course

"Absolutely one of the best courses I have done at any level. The decision canvas methodology is brand defining for LSE and actually represents the best way to explain and apply behavioural science."

"I really loved this week with Barbara and Umar. They were a fantastic team. The mix of structured lectures and assisted group work really helped me to understand what the learning outcomes were and I feel like I learned a lot. They even polled us in the middle and adjusted the course in response to our feedback. What more can you ask for?"

"Really good mix of content and practical tools, I genuinely feel I will use these tools personally and at work with my team."

"Very synchronised as a team with Umar to make the impact remarkably strong, strong mix of theoretical backing for credibility with practical application, very aligned activities in the group work, structured, well-chosen readings, uses well-chosen examples as mnemonic devices and clarification methods for content."

"The lectures are very well designed. The readings relate to the content and the practical part made it all come together. The group work was challenging but isn't all group work like that? It was fun. It was informative and we felt that the Dr. Fasolo took every step very seriously. I thank Umar and Dr. Fasolo for making this a course we will not forget."

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About Course Facilitator

Dr. Umar Taj

Executive Teaching Fellow
Behavioral Decision Science,
London School of Economics and
Political Science



Umar is an Executive Teaching Fellow in Behavioural Decision Science at London School of Economics and Political Science and a Research Fellow in Behavioural Science at Warwick Business School. His interest lies in helping public and private institutions apply the latest insights from behavioural science to improve decision making. His current projects span the domains of tech, health, energy, finance, security, politics and education. 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. He delivers regular training and facilitation workshops and has provided his service to over 50 global institutions.

REGISTRATION DETAILS

Regular Tuition Fee: **Rs. 75,000** +SST per participant

Includes courseware, TerraBiz certificate, lunch, refreshments and business networking.

Group Discount: *10% Discount on 2 or more nominations from the same organization
(For larger groups, please send us a note at info@terrabilgroup.com)

***15% Discount** for the members of ICAP and CFA Society of Pakistan

Discounts are mutually exclusive. Last date to avail any discount is Friday, 13 March

For registration(s), send us your **Name, Designation, Organization, Mobile, E-Mail and Postal Address** to register@terrabilgroup.com

Further information please call

Mohammed Physal Mobile: **0300 213 3849** Phone: **(021) 3480 1888** Email: register@terrabilgroup.com

Terrabil Cancellation Policy: For cancellations made in the 7 working days to the workshop, no refunds will be given. Cancellations must be confirmed by email. Substitutions may be made at any time.



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