



aractech

Global Learning for Operational Leaders

PLANNING AND STRATEGY MANAGEMENT | PSM-013

Certificate in Business Decision Models

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Course content

Why Attend

Effective decision-making is critical for business success, especially in environments shaped by uncertainty, competition, and rapid change. Leaders and professionals need structured models that improve judgment, reduce risk, and support better outcomes. This course provides participants with practical decision-making frameworks, analytical tools, financial evaluation methods, and implementation techniques to make smarter business decisions.

Course Methodology

• This course uses an interactive and practical approach through presentations, case studies, group discussions, decision simulations, analytical exercises, financial calculations, and real workplace examples.

Course Objectives

- Understand core principles of business decision-making
- Apply structured decision-making models
- Use data to support informed decisions
- Evaluate stakeholder reactions and organizational politics
- Apply risk-based decision tools
- Use financial models for investment decisions

Target Audience

- Managers and Supervisors
- Team Leaders
- Business Analysts
- Project Managers

Course outline

Detailed course outline

Day-by-day outline for Certificate in Business Decision Models.

Day 1 - Principles of Effective Decision Making

- The principles of decision making
- Decision-making assessment
- The standard decision-making model
- The decision-making spectrum
- Townsend's rules
- The RAPID model

Day 2 - Using Data for Better and Informed Decisions

- Using data for better and informed decisions
- Lewin's force field analysis of support and opposition
- Scenario analysis and charting possible futures
- Mapping stakeholders' reactions
- Dealing with the politics of decisions
- Case study and group discussion

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Day 3 - Risk-Based Decision Making

- Risk-based decision making concepts
- Risk impact/probability chart
- Characteristics of the risk/impact probability chart
- Decision tree analysis
- Decision tree analysis implementation steps
- Application exercises on business risks

Day 4 - Financial Literacy for Decision Makers

- Financial literacy for decision makers
- Capital budgeting and cost of capital
- Accounting Rate of Return (ARR)
- Payback Period (PP)
- Net Present Value (NPV)
- Internal Rate of Return (IRR)

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Day 5 - Implementing Your Decisions Successfully

- Implementing your decisions successfully
- Round's Trap model
- How to use it
- Shewhart's PDCA model
- Application exercise
- Lessons learned and action planning

Seminar dates

Available seminar dates

Live dates and pricing for Certificate in Business Decision Models generated from the course details page.

Date	Location	Format	Fee
4 - 8 May 2026	Munich	Classroom	€2,415
15 - 19 June 2026	Vienna	Classroom	€2,975
20 - 24 July 2026	Barcelona	Classroom	€2,695
3 - 7 August 2026	Paris	Classroom	€3,150
7 - 11 September 2026	Munich	Classroom	€2,975
12 - 16 October 2026	Barcelona	Classroom	€2,975
9 - 13 November 2026	Kuala Lumpur	Classroom	€1,575

Live online option

Online delivery is available at €1,250.