



The brightest minds in finance

Decision-making in high-stake situations

Improve your effectiveness in uncertain or complex situations

When faced with uncertain, stressful or otherwise complex situations, analytical decision-making skills and critical thinking capabilities are key for any business executive. It is crucial to be more efficient and more bias-free in your analysis and subsequent decisions. Even more so in volatile times: the decisions you make or advise on can have great impact.

The highly interactive and hands-on **Decision-making in high-stake situations** program focuses on improving these capabilities: participants will enhance their skills in making better, more rational decisions as well as in dealing with stressful, high-stake situations.

In two days, participants will improve both their personal and organizational efficiency to reach better business results. Applications to financial decision-making will be discussed, including managing risk and uncertainty, investment decisions, budgeting, forecasting, quantitative calculating, sampling, etc.

How you will benefit

By attending the program, you will

- Improve your decision-making effectiveness
- Deal with stressful, uncertain or complex situations more effectively
- Better understand and deal with decision biases
- Improve your critical thinking and problem-solving skills in business
- Augment your personal and organizational effectiveness
- Discuss applications to your own organization

Who should attend

The **Decision-making in high-stake situations** program is relevant to all executives and managers who want to improve and practice their decision-making effectiveness or their ability to deal with stressful, uncertain or complex situations.

The program is especially useful for:

- Executives who make important decisions
- Executives who analyze decisions
- Investment bankers
- Investment officers and analysts
- Risk officers
- Controllers
- Consultants
- Entrepreneurs
- Project Leaders
- Team Leaders
- Line and Functional Managers
- Business Unit and Department Directors

Please contact us should you feel the need to verify your level of knowledge.

Program at a glance

Decision-making under uncertainty: Speed Ventures (exercise and debriefing)

- Efficient versus inefficient group processes
- Confirmation bias
- Improving decision-making processes

Effective judgment and decision-making

- Overcoming cognitive biases
- Overcoming emotional & egocentric barriers
- Overcoming learning obstacles

Big Picture: Improving critical thinking in business

- Coping with uncertainty
- Coping with complexity
- Applying statistical reasoning to everyday judgment

Synthesis: NASA - Real-life case on decision-making in a high-stake, crisis situation

- Decision-making under high stress

Self-reflection exercise & applications to your own organization

- Self-reflection exercise about a past professional decision
- Self-reflection exercise about improving organizational processes

2 days | € 3,100 | Check AIF.nl for dates

The expert

Meet the brightest minds in finance. Learn from the world's leading finance academics and experienced corporate executives.



Marwan Sinaceur was a Professor of Organizational Behavior at INSEAD for thirteen years. Currently, he is Full Professor at ESSEC

Business School in Paris. While at INSEAD, Marwan received the Deans' Commendation for Excellence in MBA Teaching twice and he also was co-director of the INSEAD Behavioral Research Center.

Marwan Sinaceur received his PhD in Organizational Behavior from the Stanford Graduate School of Business, Stanford University, USA. At Stanford, he was a graduate fellow at the Stanford Center on Conflict and Negotiation.

Professor Sinaceur has taught negotiation, influence, and leadership to senior directors, directors, managers, and MBAs for over 25 years. He has conducted empirical research in social psychology and in management, which focuses on negotiations, influence, emotions, group decision-making, change management, and culture. His research has been published in leading research journals, such as the Journal of Applied Psychology, Psychological Science, Nature Human Behaviour, the Journal of Experimental Social Psychology, and Organizational Behavior and Human Decision Processes. It has been covered in media such as Business Week, Harvard's Negotiation Journal, Insights by Stanford Business, INSEAD Knowledge, and the Wall Street Journal.

Prior to pursuing his PhD, Marwan Sinaceur held sales and commercial management positions at Procter & Gamble, Airbus, and Hewlett-Packard.

Enrolling & practical information

Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their organizations. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

Program location

The programs are held in the financial hub in the south of Amsterdam, within an easy walk from Amsterdam Zuid Station, and within 15 minutes from Schiphol International Airport.

Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 246 7140.

Ready to learn more? Find your program and reserve your place at [AIF.nl](https://aif.nl)

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