

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 problemsolving 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 decisionmaking 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.



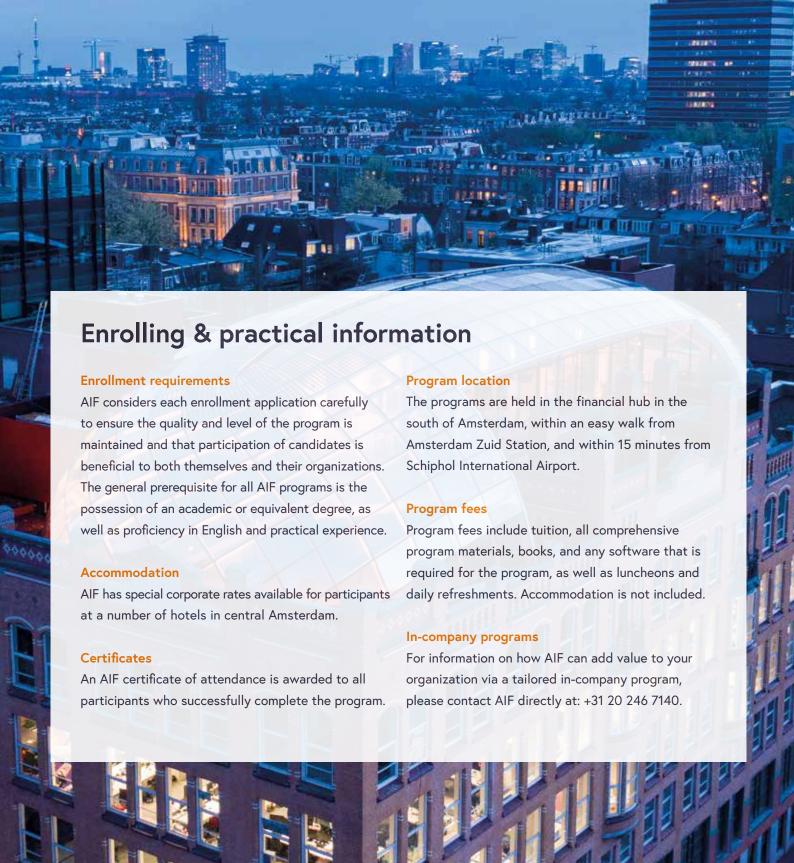
Marwan Sinaceur was a Professor of Organizational Behavior at INSEAD for thirteen years. Currently, he is Full Professor at ESSEC

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.



Ready to learn more? Find your program and reserve your place at AIF.nl

Amsterdam Institute of Finance connects you with the brightest minds in finance from world-renowned business schools. For more than 30 years, more than 15,000 ambitious professionals from over 100 countries boosted their careers at AIF. Become part of the AIF Alumni Network, connecting you to peers from more than 1,200 organizations.

AIF.nl | +31 20 246 7140 | info@aif.nl