



Consulting and Training | Reach New Heights

Course Name

Certificate in Business Decision Models

Sector Name

Finance, Accounting and Banking

Document Type

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Certificate in Business Decision Models

Course Introduction

In today's data-rich and fast-changing business environment, effective decisions require more than intuition—they demand structured thinking, analytical models, and the ability to evaluate trade-offs under uncertainty. Business decision models provide systematic approaches that help leaders and professionals analyze options, assess risks, and select actions aligned with organizational objectives.

Developed by **BOOST**, the Certificate in Business Decision Models course is designed to equip participants with a practical understanding of decision-making frameworks used in business, strategy, and operations. The program focuses on how decisions are structured, evaluated, and optimized using qualitative and quantitative models—without requiring advanced mathematical or statistical backgrounds.

This course enables participants to move from reactive decision-making to disciplined, model-driven choices, improving consistency, transparency, and outcomes across managerial and operational decisions.



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Target Audience

Managers and professionals involved in planning, analysis, and decision-making across business functions.

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Learning Objectives

- ✓ Understand core principles of structured business decision-making
- ✓ Apply decision models to analyze complex business situations
- ✓ Evaluate alternatives, risks, and trade-offs objectively
- ✓ Support strategic and operational decisions using formal models
- ✓ Improve decision quality and consistency across business contexts

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Course Outline

✓ DAY 01

Foundations of Business Decision-Making and Models

Module 1: Fundamentals of Business Decision-Making

- ✓ Understanding decision-making in organizational contexts
- ✓ Types of business decisions: operational, tactical, and strategic
- ✓ Common challenges and biases affecting decisions

Module 2: Introduction to Decision Models

- ✓ What decision models are and why they are used
- ✓ Difference between intuitive and model-based decisions
- ✓ Overview of qualitative and quantitative decision models

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Course Outline

✓ Day 02

Decision Structuring, Criteria, and Trade-Off Analysis

Module 1: Structuring Business Decisions

- ✓ Defining the decision problem clearly
- ✓ Identifying alternatives and possible courses of action
- ✓ Breaking complex decisions into manageable components

Module 2: Decision Criteria and Trade-Offs

- ✓ Selecting appropriate decision criteria
- ✓ Evaluating trade-offs between cost, risk, time, and value
- ✓ Prioritizing options using structured comparison techniques

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Course Outline

✓ Day 03

Risk, Uncertainty, and Scenario-Based Decisions

Module 1: Risk and Uncertainty in Decision-Making

- ✓ Understanding risk versus uncertainty
- ✓ Identifying and assessing decision-related risks
- ✓ Incorporating risk considerations into decision models

Module 2: Scenario and Sensitivity Analysis

- ✓ Using scenarios to explore possible outcomes
- ✓ Sensitivity analysis and its role in decision robustness
- ✓ Improving decisions under changing assumptions

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Course Outline

✓ Day 04

Decision Models for Strategy and Operations

Module 1: Strategic Decision Models

- ✓ Applying decision models to strategic choices
- ✓ Supporting long-term planning and competitive decisions
- ✓ Evaluating strategic alternatives using structured frameworks

Module 2: Operational and Managerial Decision Applications

- ✓ Decision models in day-to-day operations
- ✓ Improving efficiency, resource allocation, and performance
- ✓ Integrating decision models into managerial practice

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Course Outline

✓ Day 05

Integrating Decision Models into Business Practice

Module 1: Applying Decision Models in Real Business Situations

- ✓ Translating decision models into practical business actions
- ✓ Adapting models to organizational constraints and realities
- ✓ Combining analytical models with managerial judgment

Module 2: Embedding Decision Models into Organizational Processes

- ✓ Integrating decision models into planning and review cycles
- ✓ Supporting collaboration and alignment in decision-making
- ✓ Building a culture of structured and data-driven decisions

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 24, 2027	May 28, 2027	5 days	4250.00 \$	UAE , Abu Dhabi

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