



Course details

PSM-013

Planning and Strategy Management

Upcoming seminar

€3,450.-

Venue
Munich - Germany

Date
4 - 8 May 2026

Course details

Certificate in Business Decision Models

Planning and Strategy Management

Seminar content

What you will learn

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
- Implement decisions successfully and monitor results
- Improve confidence and consistency in decision-making

Target Audience

- Managers and Supervisors
- Team Leaders
- Business Analysts
- Project Managers
- Finance Professionals
- Strategy and Planning Staff
- Anyone involved in business decisions and problem-solving

Target Competencies

- Decision-Making
- Analytical Thinking
- Risk Assessment
- Financial Evaluation
- Strategic Thinking
- Problem Solving
- Stakeholder Management
- Performance Improvement

Seminar details

Detailed outline

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
- Building confidence in decision processes

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

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)
- Comparing financial decision alternatives

Day 5: Implementing Your Decisions Successfully

- Implementing your decisions successfully
- Round's Trap model

- How to use it
- Shewhart's PDCA model
- How to use it
- Application exercise
- Lessons learned and action planning

— Dates and locations

Available seminar dates

8 dates

— Presence seminar dates

Date	City	Duration	Price
4 - 8 May 2026	Munich - Germany	5 Days	€3,450.-
15 - 19 June 2026	Vienna - Austria	5 Days	€4,250.-
20 - 24 July 2026	Barcelona - Spain	5 Days	€3,850.-
3 - 7 August 2026	Paris - France	5 Days	€4,500.-
7 - 11 September 2026	Munich - Germany	5 Days	€4,250.-
12 - 16 October 2026	Barcelona - Spain	5 Days	€4,250.-
9 - 13 November 2026	Kuala Lumpur - Malaysia	5 Days	€2,250.-
14 - 18 December 2026	Munich - Germany	5 Days	€3,450.-

— Online seminar dates

Date	Format	Duration	Price
4 - 8 May 2026	Live online	5 Days	€1,850.-
15 - 19 June 2026	Live online	5 Days	€1,850.-
20 - 24 July 2026	Live online	5 Days	€1,850.-
3 - 7 August 2026	Live online	5 Days	€1,850.-
7 - 11 September 2026	Live online	5 Days	€1,850.-

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