



L'excellence à la portée de tous !

Un ministère de Calvary Chapel-Port-au-Prince

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## Syllabus

**Course Title**

**BUSINESS DECISION MAKING**

### **I. Course Objectives**

This course aims to equip learners with the ability to: Quickly assess all components of a problem before choosing a solution that aligns with the organization's mission and strategic direction. Take a stance, take action, and assume responsibility for their decisions. Evaluate the risks associated with making an immediate decision, as well as the consequences of postponing, adapting, or abandoning it.

### **II. COURSE OUTLINE**

#### **1) Generalities: Key Questions**

- Who does what? / Why? / How? / When? / Where? / With whom? / With what? / How much?
- Decision-Making Guide by Mélissa Poirier, Career Development Advisor

#### **2) Typology of Decisions**

- Time horizon
- Hierarchical level
- Impact level

- Two main schools of thought
- Discussion on the document: Risk, Uncertainty, and Decision

### **3) Revisiting a Key Question (What?)**

- What is the problem being addressed?
- What are the possible solutions to this problem?
- The different stages of the decision-making process
- Quiz on the two previously shared documents
- Discussion on How to Solve Problems and Make Brilliant Decisions

### **4) Revisiting Two Key Questions (Why? How?)**

- Why does this problem need to be addressed?
- Why was the proposed solution chosen?
- Activity plan for effectively implementing the proposed solution
- Discussion on the first four sections of How to Solve Problems and Make Brilliant Decisions

### **5) Revisiting the Remaining Key Questions (Who? When? Where?)**

#### **REFERENCE MATERIALS**

1. Decision-Making Guide by Mélissa Poirier
2. Risk, Uncertainty, and Decision
3. Decision Making for Dummies
4. How to Get What You Want Without Having to Ask
5. How to Solve Problems and Make Brilliant Decisions

## **EVALUATION**

Assignments and Participation

Quizzes Final Exam