Strategic Decision-Making for Executives

11 - 15 Apr 2027
Doha

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Ref.: 1010_557 **Date:** 11 - 15 Apr 2027 **Location:** Doha **Fees:** 5500 **GBP**

Strategic Decision-Making for Executives is a 5-day course delivered by Mars Training Centre in London, Dubai, Geneva, Chicago, and Seoul — designed for senior leaders who make consequential decisions under uncertainty.

The hardest part of senior leadership is not having more information; it is making better decisions with the information available. Cognitive biases, time pressure, group dynamics, and political context all degrade decision quality at exactly the moments it matters most. This programme is built for executives who want to apply the discipline of decision science to the decisions their organisations actually face.

Across five days, you will work through frameworks for decision quality, examine how cognitive biases play out at executive level, and practise on real cases including scenarios drawn from financial services, energy, and the public sector.

What You Will Learn

By the end of this programme, you will be able to:

- Apply structured frameworks for decisions under uncertainty.
- Identify the cognitive biases most likely to degrade your own decisions.
- Distinguish decision quality from outcome quality and use both correctly.
- Lead group decisions without falling into groupthink or false consensus.
- Use data, analytics, and judgement together rather than in opposition.
- Make and communicate reversible and irreversible decisions appropriately.
- Decide under time pressure without sacrificing rigour.
- Build a personal decision-discipline practice for the 90 days after the course.

How You Will Benefit

You will leave with sharper, more defensible decisions in the moments that matter most, and a Mars Certificate of Completion.

Your organisation will gain a senior leader whose judgement the board can trust on the decisions that shape the organisation.

Who This Programme Is For

This programme is designed for:

- Vice presidents, senior directors, and heads of function
- General managers and country managers
- Senior project, programme, and investment directors
- Heads of strategy, risk, and corporate development
- Senior public-sector decision-makers
- Family-business principals making capital allocation decisions

The seniority floor is director level and above.

How the Course Is Delivered

- Facilitator-led interactive sessions, balancing teaching with discussion and applied exercises.
- A balanced mix of theory, regional case studies, and applied exercises.
- Validated diagnostic and self-assessment tools.
- Applied exercises and personalised coaching throughout the week.
- A personal action plan built progressively across the week.
- Continuous personal feedback from your lead faculty.

The course runs in two separate single-language editions: an English edition delivered in English, and an Arabic edition delivered entirely in Arabic by native-Arabic faculty at every host venue. Cohorts are held in London, Dubai, Geneva, Chicago, and Seoul.

Your Mars Certificate and Fee

On successful completion of Strategic Decision-Making for Executives you will receive a Mars Certificate of Completion, issued by Mars Training Centre, our London-headquartered training provider. The certificate confirms the programme attended, the dates, the host city, and the lead faculty, and is presented to delegates on the final day of the course.

The standard fee is £4,950 per delegate for this 5-day programme, quoted and invoiced in pounds sterling. The fee covers all training and faculty time, course materials in digital and printed form, the Mars Certificate of Completion, daily refreshments and a buffet lunch, and a complimentary airport pickup and return transfer for delegates flying in to the host city. Group and early-booking discounts are available. Flights, visas, and hotel accommodation are not included, though Mars provides booking guidance and preferred-rate partner links.