

Making decisions under uncertainty

More robust decisions in a complex world.

This course helps you develop calmer, more effective decision-making habits, even when not all information is available. Learn to manage uncertainty, assess risks and combine intuition, data and critical thinking to make informed decisions.



“
People.
Ideas.
Decisions.”



Recognise these situations?

- You must decide without having all the information.
- Meetings sometimes seek consensus rather than the right decision.
- A conviction ends up being mistaken for evidence.
- You feel pressure when facing uncertain stakes.
- Your intuitions are hard to assess objectively.



What we will understand

- Confirmation bias, loss aversion and overconfidence.
- How stress and uncertainty change our decisions.
- The role of emotion in judgement.
- Why groups can amplify mistakes.
- How to calibrate your confidence more accurately.



How we will work

- Neuroscience and decision psychology.
- Case studies and real-world scenarios.
- Pre-mortems, scenarios and Red Team exercises.
- Decision-support tools using AI and data.
- Role plays to explore conflicting hypotheses.



What will change in practice

- More robust, calmer decisions.
- A clearer distinction between facts, hypotheses and convictions.
- Less bias in situational analysis.
- More useful, better-organised disagreement.
- A more confident leadership approach in the face of uncertainty.



Who is it for?

Teams, managers, sales professionals, trainers and leaders facing complex decisions.



Formats

Half-day
1 day
2 days



Our approach

Neuroscience • Practical methods • AI • Hands-on experience • Real cases.



An international, cross-sector perspective

Examples and inspiration from different sectors and countries.



Request the detailed programme

Questions? Let's discuss your needs.