

Decision and Reasoning Methods Applied™ (DRMA)

Training Schedule: 2 days

Course Overview

This intensive two-day course provides leaders and professionals with practical tools and frameworks for making complex decisions under conditions of uncertainty and ambiguity. Participants will explore structured decision-making methodologies, judgment-based strategies, and behavioral insights to enhance both individual and group decisions. Drawing on concepts from game theory, decision science, and psychology, this course bridges analytical rigor with real-world relevance. Emphasis is placed on improving judgment, handling trade-offs, and applying decision tools that withstand complexity and change.



Learning Objectives

1. Apply core decision-making frameworks, including value trees, trade studies, and sensitivity analysis.
2. Recognize how human factors such as bias, emotion, and framing influence judgment and decision legitimacy.
3. Improve team-based decision processes and assess decision effectiveness across multiple objectives and contexts.

Who Should Attend?

Mid-to-senior level managers, strategists, analysts, and team leaders involved in planning, prioritization, or policy who want to improve decision quality and legitimacy in complex environments.

Summary Course Agenda

Day 1	• Structure vs. Effectiveness in Decisions • 6 Elements of Good Judgement • Decision Rules and Types (Open/Closed, Structured/Unstructured) • Logic, Deduction and Inference	LUNCH	• Trade-offs and Value-Based Decisions • Decision Trees and Sensitivity Analysis • Game Theory & Prospect Theory • Decision Making in High-Velocity Environments
Day 2	• Use of AI and Decision Support Systems • 5 Dimension Decision Method Selection Framework • Calibrating Intuition versus Analysis • Framing, Ambiguity & Chronic Indecision	LUNCH	• Ethical Decision-making frameworks • Decision Model “parade” with Use cases • Preventing Judgment Errors through Debiasing techniques • Applying Decision Tools in Team Settings

Logistics and Pricing

This course is designed for delivery at the client’s location. A standard class size is up to **30 participants**. Clients are asked to provide basic audio/visual support (e.g., projector/screen, flip charts, markers) and a suitable training space. Optionally delivered as (4) half days. Detailed price estimates available upon request.