

# Course : Making decisions and selling them

Practical course - 2d - 14h00 - Ref. DEI

Price : 1360 € E.T.

★★★★☆ 4,7 / 5

This training course will introduce you to the different methods you can use to analyze the obstacles that stand in the way of your decisions. It will also show you how to communicate effectively in order to win support for your choices.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Analyze your brakes and obstacles to decision-making
- ✓ Identify subjective decision-making criteria
- ✓ Knowing yourself to be assertive in your decisions
- ✓ Apply decision-making tools and methods
- ✓ Use the right communication tools to win support for your decisions

## Intended audience

Managers, supervisors, executives and anyone who has to make a decision.

## Prerequisites

No special knowledge required.

## Course schedule

### 1 Barriers and obstacles to decision-making

- The stakes of a decision.
- Deciding is choosing: resistance to change.
- Personal obstacles: fears, guilt, procrastination.
- Emotional, perceptual and cultural obstacles.
- The "drivers", self-esteem, self-image, self-confidence.

### Hands-on work

Self-diagnosis. Trust exercise. Sharing experiences

#### PARTICIPANTS

Managers, supervisors, executives and anyone who has to make a decision.

#### PREREQUISITES

No special knowledge required.

#### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

#### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 2 The two inseparable factors and variables

- Technical quality, degree of acceptance, time and trust.
- Decision-making criteria.
- Brain preferences.

### Hands-on work

Self-diagnosis of brain preferences. Reflection on concrete cases.

## 3 Problem-solving and decision-making: individual and collective

- The unspoken aspects of decision-making and how to take into account the expectations of those affected.
- Decision-making methods.
- The portrait of the good decision-maker: decide according to your personality.

### Hands-on work

Brainstorming with the 666 tool: 6 people, 6 minutes to come up with 6 ideas.

## 4 Decision-making tools and methods

- Teamwork rules and procedures.
- Management styles and decision-making.
- Creative methods.
- The decision matrix. Voting.

### Hands-on work

Decision-making exercise using the tools.

## 5 Effective communication to ensure your decisions are accepted

- The four communication styles.
- Motivating and sharing decisions: deciding and taking responsibility.
- Effective oral expression: commitment, objectives, assertiveness and stress management.
- Defining action plans and implementing decisions: delegating and empowering.
- The benefits of the decision for the employee, the team, the customer, the company and the manager.

### Hands-on work

Self-assessment of communication styles. Role-playing: putting into practice typical situations encountered by participants.

## 6 Individual action plan

- The participant will draw up a personal action plan.
- Definition of objectives and areas for improvement
- Actions to be taken and deadlines.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## Dates and locations

### REMOTE CLASS

2026 : 25 June, 5 Oct., 19 Nov.

### PARIS LA DÉFENSE

2026 : 25 June, 5 Oct., 19 Nov.