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COURSE BROCHURE

# Decision Research and Evidence Analysis Skills Training Course

10 – 14 May 2027
Milan

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Registered in the United Kingdom and Saudi Arabia

# Decision Research and Evidence Analysis Skills Training Course

**Ref:** 3019_114489 **Date:** 10 – 14 May 2027 **Location:** Milan **Fees:** 6200 GBP

Decision Research and Evidence Analysis Skills is a 1-week training course for analysts, advisers and managers who prepare evidence for organisational decisions, and who leave with a Decision Research Brief. Leaders now face more sources, faster requests and louder claims, so the ability to frame a sharp question and weigh evidence decides whether choices rest on fact or opinion. Jupiter Prime Training offers Decision Research and Evidence Analysis Skills to strengthen that work.

## Why Decision Research and Evidence Analysis Skills Matter Now

Three forces shape decision research today: executives expect answers within days rather than months, open sources and internal dashboards multiply faster than anyone can check them, and generated text can sound authoritative while resting on nothing. An organisation that researches well asks the right question first, separates strong from weak evidence and states uncertainty plainly, so sponsors commit with open eyes. One that researches badly answers the wrong question, cherry-picks convenient figures and loses credibility when results disappoint. The course rests on widely used practice in question framing, source appraisal, triangulation and structured argument, described in general terms.

## Who Gains Most from Decision Research and Evidence Analysis Skills

- Professionals who turn a sponsor's request into a researchable question and scope
- Advisers who gather interviews, documents and figures to support a recommendation
- Policy and strategy staff who compare options and present trade-offs to decision makers
- Planning and performance staff who interpret trends and explain what drives them
- Managers who commission research and must judge whether its conclusions hold

A strategy, policy or planning unit gains most when several of its researchers and the managers who commission them attend together.

## Decision Research and Evidence Analysis Skills Capabilities

Participants move from a vague request to a defended recommendation, testing each link between question, source and conclusion.

- Specify a decision question, scope and success test — the commissioning sponsor
- Assess source credibility, bias and recency — evidence selection choices
- Apply coding to interview and document findings — themes presented to leaders
- Calculate descriptive measures and simple comparisons — numeric claims in the brief
- Weigh conflicting evidence and state confidence levels — the go or wait decision
- Communicate findings as a structured argument — senior decision makers

## Key Decision Research and Evidence Analysis Skills Terms

- Decision question — a research question written around the choice a sponsor must make, not around a topic.
- Source appraisal — judging a source's authority, method, bias and age before relying on it.
- Triangulation — checking a finding against at least two independent kinds of evidence.
- Thematic coding — tagging passages of interviews or documents so recurring ideas can be counted and compared.
- Confidence statement — a plain sentence saying how strongly the evidence supports a conclusion and why.
- Evidence gap — a question the available sources cannot yet answer.

## Decision Research and Evidence Analysis Skills Day by Day

### Day 1: Decisions, Sponsors and Research Questions

- Sponsor Intake Conversation — What Choice the Research Must Inform
- Decision Question Formula — Turning Topics into Answerable Questions
- Scope and Assumption Log — Boundaries Agreed Before Searching
- Hypothesis Tree — Splitting a Question into Testable Parts
- Research Timeline Against Decision Date — Depth Versus Speed

### Day 2: Finding and Appraising Sources

- Search Strategy and Keyword Grid — Coverage of Relevant Evidence
- Source Credibility Checklist — Authority, Method and Conflict of Interest
- Internal Records and Dashboards — Reliability of Organisational Figures
- Expert and Stakeholder Interview Guide — Avoiding Leading Questions
- Generated Text Verification — Tracing Claims Back to Originals

### Day 3: Analysing Qualitative and Numeric Findings

- Thematic Coding Sheet — Patterns Across Interviews and Documents
- Descriptive Measures and Comparisons — Size and Direction of Differences
- Trend and Outlier Review — Separating Signal from Noise
- Triangulation Matrix — Agreement Between Independent Evidence Types
- Common Reasoning Errors — Spotting Correlation Treated as Cause

### Day 4: From Evidence to Recommendation

- Option Comparison Table — Trade-Offs Shown Side by Side
- Confidence Rating Scale — How Firmly Each Finding Holds
- Evidence Gap Register — Unknowns the Sponsor Must Accept
- Structured Argument Outline — Claim, Evidence and Implication Sequence
- Executive Summary Drafting — One Page for Senior Readers

## Day 5: Practising the Decision Research Brief

- Live Case Question and Scope — Applying Day 1 Framing
- Rapid Source Appraisal on Case Material — Applying Day 2 Checks
- Case Findings Synthesis — Applying Coding and Triangulation
- Peer Challenge Session — Testing the Recommendation Under Questioning
- Decision Research Brief — Question, Evidence, Confidence and Recommendation

## Applying Decision Research and Evidence Analysis Skills After the Course

- Rewrite one open research request as a decision question with a scope and assumption log agreed.
- Run a triangulation matrix on a recent recommendation and add a confidence statement for each key finding.

## Decision Research and Evidence Analysis Skills Questions FAQ

### What are decision research and evidence analysis skills and why do they matter now?

They are the skills of framing a decision question, appraising sources and analysing findings into a defended recommendation. They matter now because leaders receive more information, faster, and need to know which parts they can trust.

### Which roles gain most from decision research and evidence analysis skills?

Analysts, advisers, policy and strategy staff gain most, along with managers who commission research. You benefit if you prepare evidence for choices, whether in a public service, a hospital group or a manufacturing business.

### How does a decision research and evidence analysis skills course differ from an audit analytics course?

It serves forward-looking organisational choices rather than assurance over past transactions. An audit analytics course tests records against controls, while this course frames questions, weighs mixed evidence and builds recommendations for sponsors.

### What do you bring back from decision research and evidence analysis skills training?

You bring back a completed research brief built on a live case. It sets out the question, the appraised evidence, confidence levels, gaps and a clear recommendation for your sponsor.

## Decision Research and Evidence Analysis Skills: The Way Forward

The Decision Research Brief first informs whether a sponsor should commit, wait for more evidence or change direction. Analysts and the managers who commission them use it to agree what the evidence can and cannot support. After its first use, revisit the evidence gap register, since the unknowns a sponsor accepted often become the next research question.