JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Advanced Leading with Confidence in High-Stakes Decisions Training Course

28 March – 8 April 2027
Istanbul

# Advanced Leading with Confidence in High-Stakes Decisions Training Course

**Ref:** 1108_41720 **Date:** 28 March – 8 April 2027 **Location:** Istanbul **Fees:** 8500 GBP

Leading with Confidence in High-Stakes Decisions is a 2-week training course for managers whose choices carry significant financial, safety or reputational consequences, and each participant leaves with a High-Stakes Decision Playbook. Volatile markets, compressed timelines and closer board scrutiny mean leaders must commit to consequential calls with incomplete information and then stand behind them. Jupiter Prime Training delivers this leading with confidence in high-stakes decisions course.

## Why Leading with Confidence in High-Stakes Decisions Matters Now

Three forces raise the cost of hesitant or poorly reasoned choices. Uncertainty has become the normal operating condition, so waiting for full information often means acting too late. Boards, investors and the public expect leaders to explain the reasoning behind consequential calls, not only the outcome. Teams look to their manager for steadiness when a decision goes against them. Leaders who frame problems precisely, weigh options under uncertainty and communicate conviction protect value and credibility; those who freeze or over-react invite second-guessing. The course draws on the Cynefin framework, pre-mortem analysis, expected value reasoning and the OODA loop Observe, Orient, Decide, Act.

## Who Gains Most from Leading with Confidence in High-Stakes Decisions

- Managers who authorise major spending, contracts or capital commitments
- Leaders accountable for safety-critical or service-critical operational calls
- Heads of function who arbitrate between conflicting expert recommendations
- Managers who must present and defend contentious choices to boards or executive committees
- Leaders responsible for go or no-go calls on launches, projects or turnarounds

An executive committee or senior management group gains most when several members attend together, because they can agree a shared language for framing, escalating and owning consequential calls.

## Leading with Confidence in High-Stakes Decisions Capabilities

Participants practise moving from ambiguity to a defensible commitment and then carrying people with them.

- Frame a consequential problem precisely before searching for options — executive sponsors
- Trace underlying causes so choices address the source, not the symptom — operational owners
- Weigh options using probability, consequence and reversibility — boards and investment committees
- Test a preferred choice against bias, dissent and failure scenarios — risk and assurance partners
- Communicate a decision with clear rationale, trade-offs and conditions for review — affected teams
- Build a personal protocol for owning, monitoring and revisiting major calls — the leader's own manager

## Key Leading with Confidence in High-Stakes Decisions Terms

- Decision Framing — Defining what exactly is being decided, by whom, by when and against which criteria.
- Cynefin Framework — A sense-making model that sorts situations into clear, complicated, complex and chaotic domains to guide the response.
- Pre-Mortem — Imagining a decision has already failed and working backwards to find the reasons before committing.
- Reversibility — How easily and cheaply a choice can be undone, which determines how much analysis it deserves.
- Expected Value — The probability-weighted average of possible outcomes, used to compare options under uncertainty.
- Decision Rights — Clear allocation of who recommends, who is consulted, who decides and who executes.

## Leading with Confidence in High-Stakes Decisions Day by Day

## Day 1: The Landscape of Consequential Choices

- Decision Inventory — Mapping the Calls That Carry Most Consequence in Your Role
- Cynefin Framework — Matching Response Style to the Nature of the Situation
- Stakes Profiling — Financial, Safety, Reputational and People Consequences
- Decision Rights Mapping — Who Recommends, Decides and Executes
- Personal Decision Style Audit — Tendencies Toward Haste, Delay or Over-Consultation

## Day 2: Framing the Real Problem

- Problem Statement Canvas — Scope, Boundaries, Owners and Success Criteria
- Issue Tree Decomposition — Breaking Complex Questions Into Answerable Parts
- Assumption Surfacing — Separating Facts, Estimates and Beliefs
- Stakeholder Interest Mapping — Whose Priorities the Decision Must Balance
- Reframing Techniques — Testing Whether the Right Question Is Being Asked

## Day 3: Tracing Underlying Causes

- Five Whys Probe — Moving From Visible Symptoms to Systemic Drivers
- Fishbone Diagram — Grouping Contributing Factors Across People, Process and Context
- Fault Tree Logic — Combinations of Events Behind a Critical Failure
- Evidence Quality Rating — Deciding How Much to Trust Each Finding
- Energy and Manufacturing Cases — Recurring Failures Traced to Hidden Causes

## Day 4: Generating and Shaping Options

- Option Widening Methods — Avoiding the Trap of Yes or No Choices
- Reversibility Classification — One-Way Doors Versus Two-Way Doors
- Staged Commitment Design — Building Exit Points Into Large Investments
- Real Options Thinking — Valuing Flexibility When Futures Are Uncertain
- Constraint Testing — Which Limits Are Fixed and Which Are Negotiable

## Day 5: Weighing Choices Under Uncertainty

- Expected Value Calculation — Comparing Options Across Probable Outcomes
- Decision Trees — Sequencing Choices and Chance Events Visibly
- Scenario Planning — Testing Options Against Several Plausible Futures
- Multi-Criteria Scoring — Balancing Cost, Benefit, Exposure and Fit
- Sensitivity Checks — Which Assumption Would Change the Answer

## Day 6: Guarding Against Bias and Groupthink

- Cognitive Bias Checklist — Anchoring, Overconfidence, Sunk Cost and Confirmation
- Pre-Mortem Session — Imagining Failure Before Committing
- Red Team Challenge — Assigning Dissent to Stress-Test a Preference
- Noise Reduction Techniques — Independent Judgements Before Group Discussion
- Outside View Reference Classes — Comparing Plans With Similar Past Projects

## Day 7: Deciding Under Time Pressure

- OODA Loop — Rapid Cycles of Observing, Orienting, Deciding and Acting
- Recognition-Primed Decision Model — How Experts Choose Quickly and Safely
- Minimum Viable Information — Knowing When Enough Is Enough
- Escalation Triggers — When to Decide Locally and When to Elevate
- Aviation and Healthcare Drills — Time-Critical Calls With Lives at Stake

## Day 8: Communicating Choices With Conviction

- Decision Rationale Brief — Context, Options, Choice and Conditions for Review
- Board Presentation Rehearsal — Defending a Contentious Call Under Questioning
- Disagree and Commit Protocol — Securing Support From Those Who Argued Otherwise
- Uncertainty Language — Expressing Confidence Levels Honestly and Clearly
- Composure Under Challenge — Voice, Pace and Presence When Pressed

## Day 9: Owning Outcomes and Learning

- Decision Journal — Recording Reasoning to Judge Quality Separately From Luck
- Leading Indicator Dashboard — Early Signals That a Choice Is Working
- Course Correction Criteria — When to Persist and When to Reverse
- Accountability Conversations — Owning a Wrong Call Without Losing Authority
- Decision Retrospective — Extracting Lessons for the Next Consequential Call

## Day 10: Practising the High-Stakes Decision Playbook

- Live Case Framing — Applying Problem Canvas and Cause Tracing to Your Own Issue
- Option Appraisal Run — Applying Expected Value and Scenarios to Real Choices
- Peer Pre-Mortem Panel — Applying Bias Checks to a Colleague's Decision
- Rationale Delivery — Presenting a Chosen Path to a Simulated Committee
- High-Stakes Decision Playbook — Framing, Weighing, Testing and Owning Protocols

## Applying Leading with Confidence in High-Stakes Decisions After the Course

- Run a pre-mortem with your team on the next consequential choice before it is approved.
- Start a decision journal for major calls and review it with a trusted peer after the first outcome.

## Leading with Confidence in High-Stakes Decisions Questions FAQ

### What is leading with confidence in high-stakes decisions and why does it matter now?

Leading with confidence in high-stakes decisions means framing, weighing and committing to consequential choices with sound reasoning, then owning them visibly. It matters now because uncertainty is constant and stakeholders expect leaders to explain and defend their calls.

### Which roles gain most from leading with confidence in high-stakes decisions training?

Managers who authorise major spending, safety-critical operations or go or no-go calls gain most, along with leaders who must defend contentious choices before boards and committees.

### How does leading with confidence in high-stakes decisions differ from a creative problem-solving course?

It concentrates on committing to and owning consequential choices under uncertainty rather than on generating ideas. Creative problem-solving widens possibilities; this subject narrows them to a defensible call and the conviction to carry it.

## What do you bring back from leading with confidence in high-stakes decisions training?

You bring back a framed live decision, an option appraisal tested by peers, a rationale brief and personal protocols for monitoring and revisiting major calls.

## Leading with Confidence in High-Stakes Decisions: The Way Forward

The High-Stakes Decision Playbook first informs how the participant will frame and test the next major call awaiting approval. Executive sponsors, committee members and teams use it to see how consequential choices are reasoned and owned. After its first use, it is worth revisiting whether the escalation triggers and course correction criteria proved realistic in practice.