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COURSE BROCHURE

Influencing Business Decisions at Approval Committees Training Course

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Dubai

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Registered in the United Kingdom and Saudi Arabia

Influencing Business Decisions at Approval Committees Training Course

Ref: 1859_68331 **Date:** 25 – 29 April 2027 **Location:** Dubai **Fees:** 4600 GBP

Influencing Business Decisions at Approval Committees is a 1-week training course for managers and specialists who shape investment, budget and policy choices without formal authority, and who leave with a Committee Influence Dossier for one live proposal. Approval committees now weigh more competing requests, tighter capital and wider stakeholder scrutiny, so the people who prepare the case often decide whether sound ideas get funded. Jupiter Prime Training offers this course on influencing business decisions.

Why Influencing Business Decisions Matters Now

Three pressures shape committee decisions today: capital rationing that forces boards to rank proposals against each other, cross-functional sponsors whose priorities conflict, and decision-makers who expect evidence rather than enthusiasm. An organisation whose specialists frame proposals well approves the right initiatives sooner and rejects weak ones before money is spent; one that handles it badly sees good ideas stall in repeated deferrals and political bargaining. The course draws on stakeholder power–interest mapping, the Minto Pyramid Principle for structuring arguments and the classic principles of persuasion.

Who Gains Most from Influencing Business Decisions

- Specialists who draft investment papers and funding requests for executive committees
- Project and product leads who must secure sponsorship across several functions
- Finance business partners who test and present cases on behalf of operating units
- Strategy and transformation analysts who brief board members before key votes
- Middle managers who champion process or policy changes they do not own

Cross-functional groups that bring proposals to the same steering board gain most, sharing one way of sequencing sponsors and papers.

Influencing Business Decisions Capabilities

Participants practise moving a proposal from an informal idea to a committee vote, reading where support and resistance sit at each stage.

- Map committee members by influence, stance and decision criteria — the sequence of pre-meeting conversations
- Frame evidence around the risks and returns each member values — the case narrative
- Build a one-page decision paper with a clear ask and options — the committee chair
- Assemble a sponsor coalition before the formal meeting — the voting outcome
- Anticipate and answer objections with prepared counter-evidence — sceptical members and finance reviewers
- Negotiate conditional approvals and staged funding gates — sponsors who need a lower-risk route

Key Influencing Business Decisions Terms

- Approval committee — a standing group with delegated authority to accept, reject or defer proposals that exceed an individual manager's limits.
- Power–interest grid — a matrix placing stakeholders by their influence over a decision and their concern with its outcome.
- Decision paper — a short document stating the request, the options considered, the evidence and the recommended resolution.
- Pre-wiring — private briefings held with committee members before a meeting to surface concerns and build support.
- Objection log — a running record of anticipated challenges, their source and the evidence prepared to answer each.
- Stage gate — a funding checkpoint where continued approval depends on agreed milestones being met.

Influencing Business Decisions Day by Day

Day 1: How Committees Really Decide

- Delegated Authority Matrices — Which Body Holds The Final Say
- Formal Versus Informal Decision Routes — Where Influence Is Exercised
- Committee Agendas And Paper Cycles — Timing The Submission
- Decision Biases In Groups — Anchoring, Status Quo And Groupthink Risks
- Influence Without Authority Models — Choosing A Personal Influence Approach

Day 2: Mapping Stakeholders and Sponsors

- Power–Interest Grid — Ranking Members For Engagement Effort
- Decision Criteria Profiling — What Each Member Needs To Say Yes
- Sponsor And Champion Roles — Who Carries The Proposal Forward
- Coalition Building Sequence — Order Of Pre-Meeting Conversations
- Resistance Diagnosis — Separating Interest Conflicts From Information Gaps

Day 3: Framing Evidence and the Case

- Minto Pyramid Principle — Leading With The Recommendation
- Options Appraisal Table — Showing Alternatives Were Weighed
- Risk And Return Framing — Matching Evidence To Member Priorities
- One-Page Decision Paper — Structuring The Ask For The Chair
- Data Visualisation For Committees — Charts That Survive Scrutiny

Day 4: Persuasion, Objections and Negotiation

- Principles Of Persuasion — Reciprocity, Consistency And Social Proof In Committees
- Objection Log — Preparing Counter-Evidence For Likely Challenges
- Pre-Wiring Conversations — Surfacing Concerns Before The Meeting
- Conditional Approval And Stage Gates — Lowering Perceived Risk
- Recovering From Deferral — Reframing A Proposal For Resubmission

Day 5: Practising the Committee Influence Dossier

- Stakeholder Map Review — Applying The Grid To A Live Proposal
- Decision Paper Clinic — Peer Critique Of Draft Papers
- Simulated Committee Meeting — Presenting And Defending Under Questioning
- Objection Rehearsal — Testing Responses Against Role-Played Members
- Committee Influence Dossier — Finalising Map, Paper And Objection Log

Applying Influencing Business Decisions After the Course

- Run pre-wiring conversations with the three highest-influence members on your power–interest grid before your next committee submission.
- Rewrite a pending funding request as a one-page decision paper with an options appraisal table and an objection log.

Influencing Business Decisions Questions FAQ

What is influencing business decisions at approval committees and why does it matter now?

It is the skill of steering committee outcomes through stakeholder mapping, evidence framing and coalition building. It matters now because committees ration capital tightly, so how a proposal is prepared often decides whether it is approved, deferred or rejected.

Which roles gain most from influencing business decisions training?

Specialists and managers who prepare proposals without owning the final vote gain most. That includes project leads, finance business partners and strategy analysts who need cross-functional sponsorship.

How does influencing business decisions differ from a general negotiation or presentation skills course?

It focuses on the full approval cycle rather than one conversation or one talk. You work on committee structures, pre-meeting coalition building, decision papers and objection handling together, applied to a proposal you are actually preparing.

What do you bring back from influencing business decisions training?

You bring back a ready-to-use dossier for a live proposal. It holds a stakeholder map, a one-page decision paper, an objection log and a sequence of pre-meeting conversations you can begin the following week.

Influencing Business Decisions: The Way Forward

The Committee Influence Dossier gives each participant a tested route to the next approval meeting. Its first use is deciding which members to brief, and in what order, before the paper is circulated. Sponsors use it to coordinate support. After the first meeting, revisit the objection log to see which challenges were missed and refine the stakeholder map.