Who Should Take this Course?

This course is a priority for executives, managers, and team leaders responsible for their organizations’ strategic and operational decisions.

Course Overview

• The Executive’s Decision-Making Tasks
  1. Organizational factors and personal characteristics that affect decision making
  2. Framing and categorizing situations to aid in making effective, objective decisions
  3. Conducting decision-tree analyses
  4. Gathering data and evaluating it for completeness, relevance, and possible bias

• Formal Methods for Executive Decision Making
  1. Most common formal methods and when to use them
  2. Bayesian analysis

Pricing & Registration

The online course price is US$769. Register online at:

hotelschool.cornell.edu/execonline
EXECUTIVE DECISION MAKING

Course Topics

- Gather crucial data and resources to inform the decision-making process.
- Identify appropriate situations for involving others in a decision-making process.
- Ascertain risks, uncertainties, and ambiguities in an executive decision-making environment.
- Overcome organizational factors that complicate decision making.
- Apply formal methods such as decision trees and Bayesian analysis to arrive at appropriate decisions.

Course Format

Our online courses take a problem-based approach to learning, and we build each course around realistic case studies and scenarios. All courses are self-paced, and are managed by an online facilitator who leads the online discussions and is available to answer any questions about the course content. You will have a 2-week instructional period at the beginning of the course within which you will complete the required elements of the course. You will have access to the course content for one additional week following the instructional period.

Number of Hours to Complete Course: 8

This course is part of an online certificate:

- Certificate in Executive Leadership

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