***Words in Italics do not need to be incorporated***

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| *Course Title* | : | **Senior Management Series: Leading under Uncertainty**  *Actionable Insights to Superior Decision Making & Execution* |
| **Make better decisions and execute better**  *Training Need* | : | One of the most important yet least addressed leadership skills is that of how leaders can **make better decisions** and **execute well under stress and uncertainty**. Sustainable competitive advantage comes from making better decisions from your peers and executing them well. Yet research has shown that leaders are prone to cognitive mistakes, especially in challenging situations. Knowing how we think and react in these situations will enable leaders to improve their own decisions and those of their teams. The cumulative impact of improved organizational decision making is immense. |
| **Practical insights that can be used immediately**  *Training Objective* | : | This Masterclass focuses on application, providing practical and actionable insights from research from brain science and behavioral economics and applying these theories to the real world of senior decision making in business. The ideas shared can be applied immediately to create outperformance for the organization. This Workshop is based on the direct experience of a successful international CEO. |
| **What you will learn**  *Course Outline* | : | In this peer to peer exchange participants will get practical usable insights into:   1. The real world of uncertainty and stress in the C-Suite and how it impacts decision making. How the environment we work in makes it difficult to make good decisions. 2. How to identify the real problem and avoid solving the wrong one. How and why we confuse correlation for causality (as an example) and focus our energies on the wrong issue. 3. Common cognitive mistakes and decision errors in business and how to mitigate them. The five most common biases from the field of behavioral economics and neuroscience such as framing and anchoring. 4. How to develop better solutions efficiently under stress and uncertainty. Understand issues such as the power of diversity and the perils of benchmarking. 5. How to execute solutions better and more effectively. Simple, usable and effective ideas to actually achieve the outcomes you want. |
| *Mode of training* | : | 1-day masterclass workshop (not exceeding 10) |
| **Who would benefit** | : | This masterclass is ideal for C-Suite executives, senior managers, and their management teams. Typically they are executives with over 15 years of experience who are senior leaders within their organizations. Additionally entrepreneurs and business owners of enterprises (>RM50M in revenue) will also benefit from this Masterclass. |
| **Faculty Profile** |  | Sanjeev Nanavati is based in the US (New York) and Asia (Kuala Lumpur). An exceptionally talented and versatile business leader who has successfully led businesses and diverse teams internationally for over 30 years, he has acquired a unique perspective and ability to blend Asian and Western management practices and culture from his extensive and deep global experience.  Prior to his 19 years across most countries in Asia (including being based in Hong Kong, India and Malaysia), he has spent over 15 years in New York and Boston and conducted business in Europe and Latin America. His experience is drawn from working with multiple blue-chip institutions including some of the largest global and regional companies (Citibank, Bank of America and Standard Chartered Bank) and with companies and management teams across a wide variety of industries and markets.  His leadership insights are based on direct senior line management experience in developed and emerging markets, small and mature businesses and from navigating within complex organizational structures. He has managed small and large (over 3000) groups of employees. |
| **Upcoming dates** | : | [City] [Date] |
| **Registration form**  for participants | : | Name:  Company:  Role in Company:  Years of Work Experience:  Email:  Phone: |
| **Booking terms and conditions** | : | The course fee is [xxx]  Registration and Confirmation Policy  50% of the course fee as deposit is payable upon registration.  We will then email you with the confirmation of availability. Should there be insufficient space within the masterclass, we will refund you the deposit paid.  The balance of 50% is payable no later than 2 weeks of the course date. In the absence of payment, it is deemed that you are no longer interested in attending the course, and you agree that MMT shall be entitled to forfeit the deposit paid as agreed liquidated damages.  Substitution and Cancellation Policy  The Substitution and Cancellation Policy for this course reflects the unique nature of the Masterclass as well as the class size.  Provided the sum is paid in full, a company is entitled to substitute the participant with a participant of equivalent work experience and standing with no additional costs.  Cancellation before the 2 weeks of the course date will be subjected to a 50% forfeiture of the deposit.  Cancellations made less than 2 weeks of the course date will not be eligible to any cash refund, and the course fee paid is agreed to be forfeited as agreed liquidated damages to MMT.  Early Bird and Group Rates  Early Bird registration incentive of 10% discount off course fees is offered if registration and deposit is paid by [date]  For group registration of above 3, please contact us directly at enquiry@metatrainings.com for group rates. |