

Strategic Decision Making Under Uncertainty

29 September 2026 10:00 AM - 29 September 2026 05:30 PM

Brief Overview:

MMA's Flagship Workshop - Strategic Decision Making Under Uncertainty, High-Stakes Negotiation & Executive Communication

Date : 29-09-2026, Tuesday

Time : 10:00 AM - 05:30 PM

Venue : MMA Management Centre

Mid–senior managers are often asked to make consequential decisions with incomplete information, negotiate outcomes under pressure, and communicate those decisions with credibility. These three skills rarely come together in one integrated learning experience — yet in reality, they are exercised in the same conversation, often within minutes.

This program closes that gap. Participants will sharpen judgment under ambiguity, apply it in a live negotiation, and then communicate decisions with executive presence.

<https://forms.gle/uKVtqgXV76GfTPKX9> - **REGISTER NOW**

Session content:

- Module 1A – Strategic Decision Making Under Uncertainty Cognitive biases in judgment; Cynefin framework for diagnosing problem-types; distinguishing risk from true uncertainty

Module 1B – Decision Simulation Live case simulation: participants apply a structured decision framework (OODA loop + scenario planning) to an ambiguous business scenario; small-group debrief

Module 2 – High-Stakes Negotiation Principled negotiation (interests vs. positions); BATNA/ZOPA

mapping; managing pressure tactics and power asymmetry; paired negotiation role-play with real-time coaching

Module 3 – Executive Communication Executive presence and message architecture; communicating decisions made under uncertainty with confidence; influencing upward and across stakeholders; structured feedback on a personal communication challenge

For Whom:

- Mid-level and senior managers who influence strategic decisions, negotiate with internal or external stakeholders (clients, vendors, cross-functional peers, leadership)

Key Takeaways:

By the end of the program, participants will be able to:

- Diagnose the type of problem they are facing: distinguish between complicated, complex, and truly uncertain problems, and choose an appropriate decision approach for each
- Reduce decision bias: recognize and counteract common cognitive biases (anchoring, overconfidence, confirmation bias, sunk-cost thinking) that distort judgment when information is incomplete
- Negotiate from a position of clarity, not just leverage: prepare and execute a negotiation strategy using BATNA/ZOPA analysis and principled, interest-based negotiation, including how to hold ground under pressure tactics
- Communicate with executive presence: structure and deliver a message that conveys confidence and credibility even when the underlying decision was made under uncertainty
- Commit to action: leave with a concrete plan to apply at least one framework from the day to a live decision, negotiation, or stakeholder conversation within two weeks

Facilitator profile:

Piyush Ahuja

Piyush Ahuja, Co-Founder & CEO of Leadership R Us, brings over 25 years of experience in leadership development, CXO executive coaching, and organizational Human Resource strategy, including 21 years at American Express across Human Resources, Global Talent Development, Finance Shared Services, Payment Operations, Global Retail Banking and Enterprise Digital Analytics with his last role as Global Director, Talent Management responsible for leadership capability building for 23 countries across 4 continents. He holds an MBA in Finance & HR, a Process & Partnership Excellence Certificate from Harvard Business School, and has designed and delivered leadership and behavioral-science training programs for CXOs and senior managers across multiple industries.

Fee Details:

- **Fee Details**
- Member amount : Rs 0.00- (Including 18%GST)
- Non Member amount : Rs 0.00- (Including 18%GST)
- Total Member count :