



## Executive Seminar

# Smart decisions in government and business

16–18 January 2017



### Seminar description

The ability to make effective decisions, to design comprehensible decision processes and to understand and manage risk is crucial for managers of all sectors. This course covers the most important decision areas for managers in the private and public sector: allocating scarce resources in different business units or policy areas; making trade-offs between financial/ economic, ecologic and social objectives; transparently selecting contractors; developing recommendations for siting public facilities; considering health or environmental risks.

Participants learn how to use Decision and Risk Analysis to support such decisions and build up their decision capability. The course enables participants to establish strategic priorities and to deal with conflicting objectives. They learn about frameworks for structuring complex decisions, involving stakeholders and managing risk effectively and they gain hands-on experience with relevant tools to aid resource allocation and option evaluation.

### Guest speaker in the seminar include

- **Prof. Larry Phillips**, London School of Economics

This course can also be completed as part of the Certificate in Leadership and Management, the Certificate in Public Financial Management and Methods, the Certificate in Intersectoral Management, the Hertie School – ESCP Europe Certificate Leadership in Business, Politics and Society, or the Hertie School – ESCP Europe Certificate Strategy and Decision-Making in Business, Politics and Society.

### Seminar directors



**Prof. Dr. Gilberto Montibeller** Professor of Management Science, Loughborough University, Senior Visiting Fellow, London school of Economics, and Adjunct at the Hertie School.



**Cornelius Schaub** is Managing Director of the Decision Institute and Head of Consulting at PHINEO.

Date	16–18 January 2017
Location	Hertie School of Governance Friedrichstraße 180, 10117 Berlin
Seminar directors	Prof. Dr. Gilberto Montibeller; Cornelius Schaub
Register at	<a href="http://www.hertie-school.org/seminar/smart-decisions">www.hertie-school.org/seminar/smart-decisions</a>
Fee	€ 1,690 <small>Tuition fees for the open enrolment seminars are exempted from tax according to Value Added Tax Act (UStG) §4 Nr. 21a.</small>



## Draft programme\*

	Day 1	Day 2	Day 3
9–11 h	<b>Day 1</b> <i>Seminar start: 11 h</i>	Assessing alternatives and making trade-offs	Prioritizing and allocating limited resources
11–13 h	Making smart decisions – Introduction	Modelling uncertainties	
14–16 h	Making smart decisions – Introduction	Deciding under uncertainty	DA in practice and conclusion
16–18 h	Modelling your own decision problem	Decision analysis and behavioural insights	<i>Seminar end: 16 h</i>
18–20 h		Evening guest speaker: Prof Larry Phillips, London School of Economics	

\* detailed final programme will be available 4 weeks prior to the start of the seminar

## Executive Education at the Hertie School of Governance

Our trainings equip experienced professionals with state-of-the-art know-how and a core set of modern theories in governance and management. Participants expand their skill sets and network with peers from the **public sector, international organisations, business, and civil society** in Europe and abroad.

### Short-term executive trainings

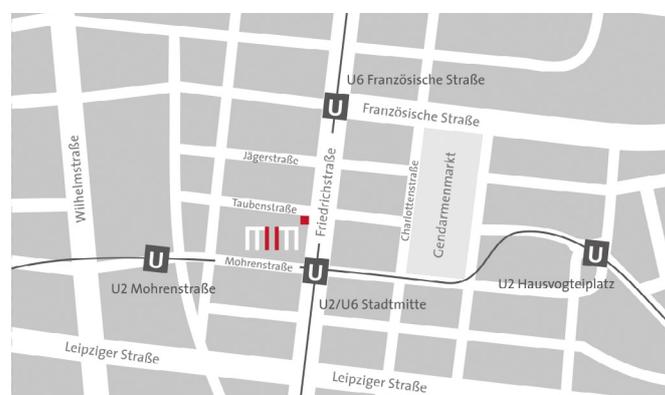
- Certificate in Leadership and Management
- Certificate in Public Financial Management and Methods
- Certificate in Intersectoral Management
- Certificate in Public Sector Innovation
- Certificate in Stakeholder Communication
- Certificate in European Governance
- Certificate in Managing International Cooperation and Development
- Certificate in Digital Transformation
- Executive Seminars and Skills Trainings
- Hertie School Leadership Programme
- Workshops in Brussels and London
- Hertie School – ESCP Europe Certificate Series
- European Capitals

Registration possible throughout the year.

### Executive degree programme

- **Executive Master of Public Administration** (full- or part-time, modular entry possible)

The Hertie School of Governance prepares exceptional students for leadership positions in government, business, and civil society. The School also offers experienced professionals the opportunity to deepen their skills in the field of public management. A renowned international faculty with expertise in economics, business, law, political and social science take an interdisciplinary, policy-oriented approach to the School's teaching and research agenda. The School actively engages in public debate with its wide range of events bringing together experts from theory and practice. The Hertie School was founded in 2003 by the Hertie Foundation, which remains its major partner. The School continually expands its international network of partners to strengthen its position as Germany's leading institution for teaching and research on public policy and governance.



#### Contact:

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Learn more at [www.hertie-school.org/executive](http://www.hertie-school.org/executive)