



MANAGERIAL DECISION MAKING AND LEADERSHIP

Lead your team to make quality decisions
for long-term success

27-28
Apr
2021
(Tue-Wed)
Hong Kong





Established in 1991, the HKUST Business School is recognized as one of the youngest and most respected Business Schools in Asia. Our programs are consistently ranked among the very best in the world by international media and our faculty is considered to be among the most qualified.

The HKUST Business School is committed to providing the best quality executive education in the world which focuses on creating a unique learning experience for our participants. We invite world-class faculty and international experts to teach on our executive programs. Participants will gain the cutting-edge insights and latest knowledge to keep them ahead in the dynamic business environment.

Program Overview

Successful corporations excel in the market place by the quality of their products and services. Internally, leaders and managers distinguish themselves by the quality of their decisions. As leaders and managers, you will find that your decision-making ability is tested and challenged every day. Your ability to make responsible quality decisions will determine your long-term professional success and the sustained success of your organization. Responsible management decisions should not be hit and miss, nor should they be based on titles and ranks. Responsible quality decision-making is a competence that can be acquired and a discipline that should be practiced.

Program Objectives

- Improve your ability to lead your team in making the best decisions to achieve organizational goals
- Provide you with a decision-making framework tested by many practical situations so that you can approach any decision with confidence and lead your team to make the best decision
- Develop your ability to articulate, defend, and successfully implement the decisions that you made. The goal is to strengthen your ability to make quality decisions and successfully implement management decisions
- Learn the most effective leadership styles in leading the team to make the best decisions. Quality decision-making is the most important managerial skills for professional and organizational successes

Program Highlights

- What are the psychological traps that prevent people from making the best decisions
- What are the most common traps that prevent management from making the best managerial decisions
- What are the elements that make up a responsible quality decision
- How do we grade our own and other's decisions
- What are the important aspects of business goals which lead to quality decisions
- How to set priorities in order to make quality decisions
- How to generate alternatives to improve the quality of decisions
- How to evaluate alternatives in order to choose the best one
- What information is needed to help us make the best decision
- Who should be involved in the decision-making process
- What are the most effective leadership styles in the decision-making process
- Why is it so important to have a common decision-making framework
- The importance of building the habit of quality decision-making

Upon completion participants will receive a certificate of participation issued by HKUST Business School.

Who Should Attend

Leaders and managers who are involved and interested in quality decision-making, including business owners, managers in general management, finance, marketing, IT engineering, product development, processing and manufacturing.

It will be particularly valuable to managers who want to improve their leadership skills and quality in decision-making for professional advancement and organizational successes.



World Class Faculty

Professor Caroline Wang

MSc, Harvard University; MA, University of Wisconsin-Milwaukee

Honorary University Fellow, Adjunct Professor, Department of Management, HKUST Business School

Professor Wang was appointed as Adjunct Professor at HKUST in 2003 when she was the highest ranked Asian women executive at IBM globally. She had 30 years of experiences with IBM in the US and across Asia Pacific. Among the various management roles she held while based in the US, Japan, and Greater China, Professor Wang had been Vice President of Marketing as well as Vice President of Information Technology.

During her career at IBM, her responsibilities had spanned 12 functional areas. Professor Wang was based in the US for 15 years, Japan for 7 years, and Greater China for 8 years. Her executive responsibilities in Asia Pacific spanned 14 Asia Pacific countries, from Japan to New Zealand, and multiple functional areas, including Vice President of Marketing responsible for all aspects of Marketing and Corporate Community Relations.

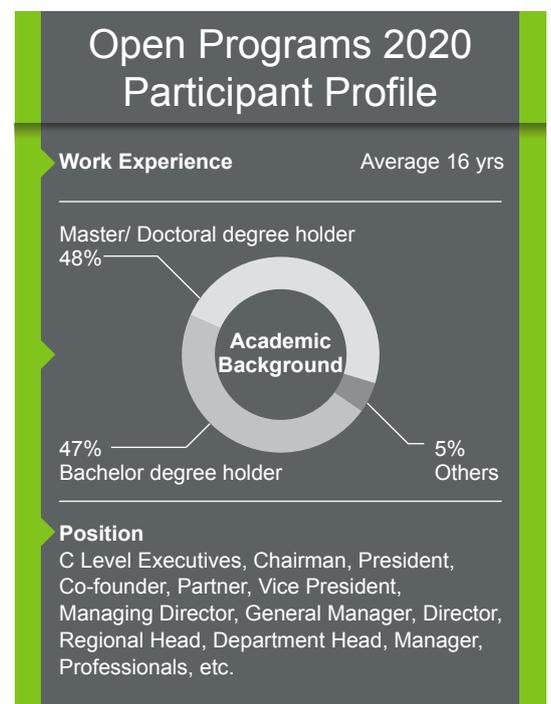
Professor Wang was a member of the IBM Global Marketing Board which is the decision making body of IBM for global marketing matters; Vice President of Business Transformation and Technology responsible for optimizing the US\$500M annual budget to continuously improve IBM's business results through effective and efficient business processes and tools; Vice President of Information Technology in 1998-2000 responsible for IBM's internal Y2K readiness; General Manager of Healthcare and Pharmaceutical Industries, Human Resources Skills Director overseeing the skills management and profession development for all IBM professionals, Partner of IBM Global Business Services responsible for consulting services in human capital management, and various other sales, services, and business development positions.

Professor Wang now teaches Managerial Decision Making and Leadership, Leading across Diversities, Business Leadership, Leading Change and Managerial Communication at HKUST. She has also taught EMBA programs at Tsinghua University, National University of Singapore; and executive programs at Peking University. She serves as Board Director for 4 companies in Media, Biomedical, Fashion and Technology sectors. Professor Wang published two books on decision making, *Managerial Decision Making and Leadership* (Jossey Bass, an imprint of Wiley) in English and 《决策思维》 in Chinese.

Program Content

- Introduction and Overview
- Psychological traps in decision-making
- Traps in managerial decision-making
- Elements of quality decision content
- Goals; Priorities; Alternatives
- Elements of quality decision-making process
- Information; Objective Reasoning; People and Leadership
- Benefits of common decision-making framework
- Building the habit of quality decision-making

This program is experiential to great extent. You will learn a thinking framework to make quality decisions, and have the opportunity to practise and improve your decision making skills through lectures, cases, and role-plays.



▪ Fees

Program Fee	HK\$16,500
Early bird (by 26 March 2021)	HK\$14,000
HKUST Alumni # or Corporate rate/Group participation*	HK\$13,000

Program fee includes tuition, all teaching materials, refreshment and lunch

Including participants of our open programs

* 3 or more concurrent registrations

▪ Program Schedule

27-28 April 2021 (Tue-Wed)

9:30am – 12:45pm	Morning Session
12:45pm – 1:45pm	Lunch
1:45pm – 5:00pm	Afternoon Session

Daily schedule is subject to change

▪ Venue

HKUST Business School Executive Education Suite
3/F, Lee Shau Kee Business Building
The Hong Kong University of Science and Technology
Clear Water Bay, Kowloon, Hong Kong

▪ Contact & Registration

Registration deadline: 16 April 2021

To register, please complete the registration form attached or online registration form and send the completed form with program fee by **cheque payable to “The Hong Kong University of Science and Technology”** to:

Mr. Garrie Pang, Assistant Manager

HKUST Business School Executive Education Office
Room 3011, Lee Shau Kee Business Building
The Hong Kong University of Science and Technology
Clear Water Bay, Kowloon, Hong Kong

☎ (852) 2358 8013 (Mr. Garrie Pang)
(852) 2358 7541 (Ms. Christine Chan)
☎ (852) 2335 5836
✉ ExecEd@ust.hk
🌐 www.bm.ust.hk/ExecEd

Program fee is due upon acceptance of application.

Program details will be sent to participants by email 10 days prior to the program commencement date. If participants do not receive it accordingly, please contact us.

Places are available on a first come, first served basis.

HKUST Business School reserves the right to make any amendments to the program without prior notice.

▪ Cancellation and Refund Policy

A 50% refund of program fee is available for cancellation received in writing at least 4 weeks prior to the program commencement date.



Website



WeChat

HKUST BUSINESS SCHOOL EXECUTIVE EDUCATION PROGRAM

REGISTRATION FORM

(Photocopy of this form is accepted)

Please return the completed registration form to our office:

Mr. Garrie Pang, Assistant Manager
HKUST Business School Executive Education Office
Room 3011, Lee Shau Kee Business Building
The Hong Kong University of Science & Technology
Clear Water Bay, Kowloon, Hong Kong

✉ : ExecEd@ust.hk ☎ : (852) 2335 5836

Please affix your business Card here

Program Name & Date: _____

PARTICIPANT INFORMATION

Last Name (Mr / Mrs / Ms / Dr *) : _____

Given Name : _____

Name to be printed on the certificate : _____

Job Title : _____

Company : _____

Industry : _____

Job Responsibilities : _____

Correspondence Address (Office / Home*) : _____

Telephone : _____ (Office) _____ (Mobile)

Email : _____ Fax : _____

Highest Degree Obtained : _____

Work Experience (Number of years) : _____

If you are HKUST student or alumni, please fill in the following :

Program currently studying or graduated : _____

Year of graduation : _____ Student ID : _____

All information submitted will be kept confidential. Personal data will be used for the purpose of market research, program development and electronic direct mailing only.

Signature : _____ Date : _____

** Please delete where inappropriate*