

aractech
Global Learning for Operational Leaders

DIGITAL INNOVATION AND TRANSFORMATION | DIT-059

AI for Strategic Decision Making and Scenario Planning

Contact

+31 85 7444446
info@aractech.com
https://aractech.com

Address

Waarderweg 50, 2031 BP Haarlem - Netherlands.



aractech
Global Learning for Operational Leaders

Course content

Why Attend

Leaders face more uncertainty than ever: volatile markets, geopolitical shifts, rapid technological change and changing customer behaviour. Traditional planning cycles and intuition alone are no longer enough to make sound strategic choices.

Artificial intelligence can strengthen strategic thinking by processing large volumes of data, identifying emerging signals, forecasting outcomes and simulating the effects of different decisions before resources are committed.

Course Methodology

• This training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes an interactive mixture of lecture-led learning, case studies, practical exercises and group discussions.

Course Objectives

• Understand core principles and best practices covered in AI for Strategic Decision Making and Scenario Planning.

• Apply practical techniques to day-to-day operational challenges.

• Build an implementation action plan suitable for your organization.

Target Audience

• Senior executives and general managers

• Strategy and corporate planning professionals

• Business development and investment managers

• Policy makers and government planners



aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for AI for Strategic Decision Making and Scenario Planning.

Day 1 - Strategy in the Age of AI

• 09:00-09:34 | The Changing Strategic Environment: Uncertainty, speed and complexity in modern markets

• 09:34-10:08 | How AI Supports Strategy: Sensing, analysing, predicting, simulating and deciding

• 10:08-10:42 | Human and Machine Roles: Where AI adds value and where leadership judgement is essential

• 10:42-11:00 | Data for Strategic Decisions: Internal, market, economic and alternative data sources

• 11:00-11:30 | Coffee break

• 11:30-11:46 | Data for Strategic Decisions: Internal, market, economic and alternative data sources (continued)

• 11:46-12:53 | Case Studies: How leading organisations use AI in strategic planning

• 12:53-13:27 | Decision Quality: What makes a good strategic decision process

• 13:27-14:00 | Discussion: Participants identify a strategic decision their organisation is facing

Day 2 - AI-Powered Environmental Scanning

• 09:00-09:30 | Horizon Scanning: Using AI to monitor news, research, patents and social media for weak signals

• 09:30-10:00 | PESTLE Analysis with AI: Accelerating political, economic, social, technological, legal and environmental analysis

• 10:00-10:30 | Competitor Intelligence: Tracking competitor moves and market shifts

• 10:30-11:00 | Trend Analysis: Separating lasting trends from short-term noise

• 11:00-11:30 | Coffee break

• 11:30-12:00 | Generative AI as a Research Assistant: Benefits, risks and verification

• 12:00-13:00 | Building an Intelligence Dashboard: Turning signals into strategic insight

• 13:00-14:00 | Exercise: Conduct an AI-assisted environmental scan for a chosen industry



aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for AI for Strategic Decision Making and Scenario Planning.

Day 3 - Forecasting and Predictive Analytics for Strategy

- 09:00-09:34 | Forecasting Methods: Time series, causal models and machine learning forecasts
- 09:34-10:08 | Demand and Market Forecasting: Estimating growth, share and market size
- 10:08-10:42 | Leading Indicators: Identifying signals that predict business performance
- 10:42-11:00 | Uncertainty and Confidence: Interpreting forecast ranges correctly
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Uncertainty and Confidence: Interpreting forecast ranges correctly (continued)
- 11:46-12:20 | Combining Forecasts with Expert Judgement: Structured methods such as Delphi
- 12:20-12:53 | Common Forecasting Pitfalls: Overconfidence, extrapolation and data bias
- 12:53-14:00 | Lab: Build and interpret a strategic forecast

Day 4 - Scenario Planning and Simulation

- 09:00-09:30 | Scenario Planning Method: Driving forces, critical uncertainties and scenario logic
- 09:30-10:00 | Generating Scenarios with AI: Using models to explore plausible futures
- 10:00-11:00 | Simulation and Digital Twins of the Organisation: Testing strategies virtually
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Monte Carlo Analysis: Quantifying risk in strategic options
- 12:00-12:30 | Stress-Testing Strategies: Identifying robust strategies across scenarios
- 12:30-13:00 | War-Gaming: Anticipating competitor and stakeholder reactions
- 13:00-14:00 | Workshop: Build four scenarios and test a strategy against each



aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for AI for Strategic Decision Making and Scenario Planning.

Day 5 - Making and Communicating AI-Informed Decisions

- 09:00-09:39 | Decision Analysis: Decision trees, expected value and real options
- 09:39-10:18 | Cognitive Biases: Confirmation bias, anchoring and groupthink, and how AI can amplify or reduce them
- 10:18-10:57 | Explainability for Executives: Understanding and challenging AI recommendations
- 10:57-11:00 | Ethics and Accountability: Responsible use of AI in high-stakes decisions
- 11:00-11:30 | Coffee break
- 11:30-12:06 | Ethics and Accountability: Responsible use of AI in high-stakes decisions (continued)
- 12:06-12:44 | Communicating to Boards: Clear narratives, visuals and risk statements
- 12:44-13:22 | Embedding AI in the Planning Cycle: Processes, tools and capabilities
- 13:22-14:00 | Capstone: Participants present an AI-informed strategic recommendation



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
4 - 8 January 2027	Frankfurt	Classroom	**€2,215**
11 - 15 January 2027	Dubai	Classroom	**€2,745**
18 - 22 January 2027	Kuala lumpur	Classroom	**€2,425**
25 - 29 January 2027	Dublin	Classroom	**€3,360**
1 - 5 February 2027	Istanbul	Classroom	**€2,250**
8 - 12 February 2027	Manchester	Classroom	**€3,360**
15 - 19 February 2027	Cape Town	Classroom	**€1,895**
22 - 26 February 2027	Paris	Classroom	**€2,210**
1 - 5 March 2027	Liverpool	Classroom	**€3,360**
8 - 12 March 2027	Amsterdam	Classroom	**€2,415**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
15 - 19 March 2027	Dubai	Classroom	**€2,745**
22 - 26 March 2027	London	Classroom	**€2,815**
5 - 9 April 2027	Cape Town	Classroom	**€1,895**
12 - 16 April 2027	Brussels	Classroom	**€3,400**
19 - 23 April 2027	Dubai	Classroom	**€2,745**
26 - 30 April 2027	Barcelona	Classroom	**€2,175**
3 - 7 May 2027	Cape Town	Classroom	**€1,895**
10 - 14 May 2027	Frankfurt	Classroom	**€2,215**
17 - 21 May 2027	Istanbul	Classroom	**€2,250**
24 - 28 May 2027	Kuala lumpur	Classroom	**€2,425**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
7 - 11 June 2027	Eindhoven	Classroom	**€3,400**
14 - 18 June 2027	Istanbul	Classroom	**€2,250**
21 - 25 June 2027	Dubai	Classroom	**€2,745**
5 - 9 July 2027	Cape Town	Classroom	**€1,895**
12 - 16 July 2027	Paris	Classroom	**€2,210**
19 - 23 July 2027	Dubai	Classroom	**€2,745**
26 - 30 July 2027	Amsterdam	Classroom	**€2,415**
2 - 6 August 2027	Dubai	Classroom	**€2,745**
9 - 13 August 2027	Rotterdam	Classroom	**€3,400**
16 - 20 August 2027	Cape Town	Classroom	**€1,895**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
23 - 27 August 2027	Dusseldorf	Classroom	**€3,400**
6 - 10 September 2027	Dubai	Classroom	**€2,745**
13 - 17 September 2027	Barcelona	Classroom	**€2,175**
20 - 24 September 2027	Cape Town	Classroom	**€1,895**
4 - 8 October 2027	Frankfurt	Classroom	**€2,215**
11 - 15 October 2027	Dubai	Classroom	**€2,745**
18 - 22 October 2027	Kuala lumpur	Classroom	**€2,425**
25 - 29 October 2027	London	Classroom	**€2,815**
1 - 5 November 2027	Berlin	Classroom	**€3,400**
8 - 12 November 2027	Dubai	Classroom	**€2,745**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
15 - 19 November 2027	Cape Town	Classroom	**€1,895**
22 - 26 November 2027	Paris	Classroom	**€2,210**
6 - 10 December 2027	Dubai	Classroom	**€2,745**
13 - 17 December 2027	Stockholm	Classroom	**€3,400**
20 - 24 December 2027	Dubai	Classroom	**€2,745**
27 - 31 December 2027	London	Classroom	**€2,815**
4 - 8 January 2027	Online / Live	Online / Live	**€1,515**
11 - 15 January 2027	Online / Live	Online / Live	**€1,515**
18 - 22 January 2027	Online / Live	Online / Live	**€1,515**
25 - 29 January 2027	Online / Live	Online / Live	**€1,515**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
1 - 5 February 2027	Online / Live	Online / Live	**€1,515**
8 - 12 February 2027	Online / Live	Online / Live	**€1,515**
15 - 19 February 2027	Online / Live	Online / Live	**€1,515**
22 - 26 February 2027	Online / Live	Online / Live	**€1,515**
1 - 5 March 2027	Online / Live	Online / Live	**€1,515**
8 - 12 March 2027	Online / Live	Online / Live	**€1,515**
15 - 19 March 2027	Online / Live	Online / Live	**€1,515**
22 - 26 March 2027	Online / Live	Online / Live	**€1,515**
5 - 9 April 2027	Online / Live	Online / Live	**€1,515**
12 - 16 April 2027	Online / Live	Online / Live	**€1,515**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
19 - 23 April 2027	Online / Live	Online / Live	**€1,515**
26 - 30 April 2027	Online / Live	Online / Live	**€1,515**
3 - 7 May 2027	Online / Live	Online / Live	**€1,515**
10 - 14 May 2027	Online / Live	Online / Live	**€1,515**
17 - 21 May 2027	Online / Live	Online / Live	**€1,515**
24 - 28 May 2027	Online / Live	Online / Live	**€1,515**
7 - 11 June 2027	Online / Live	Online / Live	**€1,515**
14 - 18 June 2027	Online / Live	Online / Live	**€1,515**
21 - 25 June 2027	Online / Live	Online / Live	**€1,515**
5 - 9 July 2027	Online / Live	Online / Live	**€1,515**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
12 - 16 July 2027	Online / Live	Online / Live	**€1,515**
19 - 23 July 2027	Online / Live	Online / Live	**€1,515**
26 - 30 July 2027	Online / Live	Online / Live	**€1,515**
2 - 6 August 2027	Online / Live	Online / Live	**€1,515**
9 - 13 August 2027	Online / Live	Online / Live	**€1,515**
16 - 20 August 2027	Online / Live	Online / Live	**€1,515**
23 - 27 August 2027	Online / Live	Online / Live	**€1,515**
6 - 10 September 2027	Online / Live	Online / Live	**€1,515**
13 - 17 September 2027	Online / Live	Online / Live	**€1,515**
20 - 24 September 2027	Online / Live	Online / Live	**€1,515**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
4 - 8 October 2027	Online / Live	Online / Live	**€1,515**
11 - 15 October 2027	Online / Live	Online / Live	**€1,515**
18 - 22 October 2027	Online / Live	Online / Live	**€1,515**
25 - 29 October 2027	Online / Live	Online / Live	**€1,515**
1 - 5 November 2027	Online / Live	Online / Live	**€1,515**
8 - 12 November 2027	Online / Live	Online / Live	**€1,515**
15 - 19 November 2027	Online / Live	Online / Live	**€1,515**
22 - 26 November 2027	Online / Live	Online / Live	**€1,515**
6 - 10 December 2027	Online / Live	Online / Live	**€1,515**
13 - 17 December 2027	Online / Live	Online / Live	**€1,515**



aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for AI for Strategic Decision Making and Scenario Planning generated from the course details page.

Date	Location	Format	Fee
20 - 24 December 2027	Online / Live	Online / Live	**€1,515**
27 - 31 December 2027	Online / Live	Online / Live	**€1,515**