

Decision Making – What can Managers Learn from Flight Captains?

The program seeks to transfer flight captains' decision-making skills to senior managers. Participants learn from civil aviation training captains how to apply proven techniques for non-technical decision-making in teams.

Objective

The international aeronautical authority has recognised that numerous accidents occur neither as a result of technical problems nor of lack of technical or procedural competence. Rather – it has concluded – that shortfalls of the so-called “non-technical skills” in the cockpit could escalate to catastrophic proportions.

Content

Managers are also permanently exposed to situations which require their command of non-technical skills. These similarities between cockpit and management mean that the interpersonal problems found on the flight deck are highly likely to also occur in management teams.

In small management “crews” participants will be confronted with challenging problems which can only be solved in a team. They will obtain a deep understanding of decision-making procedures which are applicable to business decisions.

Participants learn how to:

- optimise individual performance and communication in critical situations
- improve personal behaviour as a team player
- optimise personal interaction within management teams
- apply the decision-making procedures of the flight deck to management decisions.

The workshop uses a mix of highly interactive case studies, flight simulations, video debriefing, and presentations and discussions.

Methodology

The programme is conducted by commercial flight captains and management consultants.



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[Faculty](#)

These flight captains train commercial pilots and conduct performance checks. The management consultants have many years of experience in decision-making processes.

This is an in-house-only programme. Modules of the programme can be integrated into your company's management training curriculum.

[General Information](#)

Due to the target group's limited time resource the standard workshop has been designed for 24 hours but can be customized to reflect your specific training requirements:

Start:	Eve	6 p.m.
End:	Following day	6 p.m.

English, German, Russian

[Languages](#)

Locations worldwide

[Venue](#)
