

## Goal Setting, Planning, and Decision Making

*Istanbul (Turkey)*

*19 - 23 October 2025*

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## Goal Setting, Planning, and Decision Making

Code: LM28 From: 19 - 23 October 2025 City: Istanbul (Turkey) Fees: 3900 Pound

### Introduction

Success in any personal or professional endeavor requires a clear vision, effective planning, and the ability to make well-informed decisions. This training course aims to empower participants with essential skills in goal setting, strategic planning, and decision-making to achieve their objectives and maximize their potential.

### Course Objectives

- Understand the significance of goal setting and its impact on personal and organizational success.
- Develop SMART Specific, Measurable, Achievable, Relevant, Time-bound goals that align with their values and priorities.
- Master the art of strategic planning to chart a clear path toward goal attainment.
- Enhance their decision-making abilities by considering various factors and analyzing potential outcomes.
- Apply practical tools and techniques to overcome obstacles and stay motivated throughout their journey.

### Course Outlines

#### Day 1: Introduction to Goal Setting

- Understanding the importance of setting clear and meaningful goals.
- Differentiating between short-term and long-term goals.
- The psychology of goal setting: Motivation and self-discipline.
- Crafting SMART goals to increase the likelihood of success.
- Aligning personal and professional goals with organizational objectives.

#### Day 2: Strategic Planning for Success

- The concept of strategic planning and its relevance in different contexts.
- Conducting a SWOT analysis Strengths, Weaknesses, Opportunities, Threats.
- Defining strategies and action plans to achieve set goals.
- Breaking down long-term goals into actionable steps.
- Monitoring progress and making necessary adjustments in the planning process.

#### Day 3: Decision-Making Under Uncertainty

- Understanding the decision-making process and its challenges.
- Recognizing cognitive biases and how they influence decisions.
- Analyzing risks and rewards in decision-making.
- Incorporating ethical considerations into decision-making processes.
- Strategies for making effective decisions in high-pressure situations.

A graphic illustration of a chessboard with several pieces (a king, a pawn, and a knight) on it. The text 'UK Training PARTNER' is overlaid on the board. The word 'PARTNER' is in a large, bold, black font, while 'UK Training' is in a smaller, black font above it.

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#### Day 4: Problem-Solving and Overcoming Obstacles

- Identifying and defining problems hindering goal achievement.
- Approaching problem-solving systematically.
- Utilizing creative thinking techniques to generate innovative solutions.
- Building resilience and adapting to unforeseen challenges.
- Leveraging failures as learning opportunities for growth.

#### Day 5: Sustaining Motivation and Success

- The role of motivation in goal pursuit.
- Developing habits and routines that support goal attainment.
- Celebrating achievements and maintaining momentum.
- Balancing short-term rewards with long-term objectives.
- Creating a personal action plan for continuous self-improvement.

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