

Executive Certificates
**Problem Solving and
Decision Making (PSDM)**



IT ALL STARTS HERE

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ESCP Quick Facts

The World's

1st

Business School (est. 1819)

Multi- accredited:

AACSB, EQUIS, EFMD MBA,
EFMD EMBA, 5 European
Higher Ed standards

A comprehensive

portfolio

of 48 programmes: Bachelor,
Master in Management, 28
Specialised Masters, MBA, 2
PhDs, 13 Executive Masters,
EMBA, Global Executive PhD,
as well as a custom and open
programme offer

11,000+

students in degree
programmes representing

136

different nationalities

6

European campuses in
Berlin, London, Madrid,
Paris, Turin and Warsaw and
a branch campus in Dubai

200

research-active
professors representing
over 43 nationalities across
our campuses

150

academic alliances
in Europe and the World
in 50 countries

6,000+

high-level participants in
customised training and
executive education

85,000+

active alumni in over
200 countries



Your host

Gianluca Pallini is an Affiliate Professor of Finance and Management at ESCP Business School Turin Campus and an Adjunct Professor of Corporate Finance at the Catholic University of Milan.

At ESCP, he teaches finance courses across various programmes, including executive education and customised corporate training. He also delivers courses on Problem Solving, Decision Making, and Negotiation.

Beyond academia, Prof. Pallini advises entrepreneurs, managers, and institutions on strategic corporate finance matters and has served as a board member and statutory auditor in companies across different industries.

Prof. Pallini holds a degree in Economics and Business from the Catholic University of Milan, an MBA from INSEAD, and has attended the Global Colloquium on Participant-Centered Learning at Harvard Business School.



Gianluca Pallini

Affiliate Professor
of Finance and Management
Turin Campus



Problem Solving and Decision Making

Why choose this Executive Certificate?

The **Executive Certificate in Problem Solving and Decision Making** is designed for professionals seeking to **enhance their ability to navigate complexity and make high-impact decisions**.

This hands-on programme provides a structured approach to **problem analysis, prioritisation, and decision-making**, equipping participants with practical tools and essential soft skills to thrive in any industry.

With a strong emphasis on **teamwork**, 80% of the course involves **collaborative exercises that simulate real-world business challenges**.

The PSDM equips professionals with **essential business skills** applicable to any **role, industry, or organisation**.

Whether you are advancing in your current career or exploring new opportunities, this certificate provides a strong foundation for **professional growth**.

By choosing the PSDM you can:

- Develop a structured, analytical approach to problem solving
- Enhance your teamwork skills
- Get the fundamentals of finance and management
- Apply proven decision-making techniques in real-world scenarios
- Communicate and present solutions confidently
- Strengthen leadership and communication capabilities



DURATION

5 days, 8 hours per day



LOCATION

Turin



TARGET

High Potential Professionals



LANGUAGE

English

Key takeaways

SHARPEN YOUR PROBLEM-SOLVING SKILLS WITH REAL-WORLD CASE STUDIES

- Learn to analyse situations, break down challenges using logic trees, and prioritise effectively
- Apply issue analysis and pyramid thinking to synthesise key findings and draw impactful conclusions
- Craft and present compelling recommendations tailored to different stakeholders for maximum impact

FROM ANALYSIS TO IMPACT

- Develop the skills to assess alternatives systematically and make well-founded choices
- Learn to collect, filter, and prioritise key information for effective problem-solving
- Practise presenting clear, persuasive solutions to a critical audience with confidence and precision and with the aim to leave an impact on your audience

MASTER YOUR SOFT SKILLS: EXCEL IN TEAMWORK AND STRATEGIC DECISION-MAKING

- Develop teamwork and decision-making skills through dynamic group work
- Tackle real-world challenges to enhance problem-solving abilities
- Strengthen strategic thinking and leadership skills in fast-paced scenarios



Testimonial



Sylvian Qui

Sourcing & Procurement
Specialist - CARIOCA S.p.a.

"I chose ESCP's PSDM Certificate due to its unique approach, which offers practical applicability in everyday life beyond the confines of one's job. This course has significantly enhanced my independence and decision-making skills, enabling me to make prompt choices. Today, I bear significant responsibilities within my company for which I am held accountable. I highly recommend this course and am considering continuing my educational journey at ESCP."



Contact us



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ABOUT DATES, CONTENTS
AND FEES**



Executive Certificates Problem Solving and Decision Making (PSDM)

ESCP benefits from the best international accreditations.
Our European campuses enjoy national recognition.



**5 European Higher Ed
accreditations**

BERLIN

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BRANCH CAMPUS

DUBAI

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Dubai International
Financial Center
Dubai, UAE