



APPLIED THINKING LAB

Prague | Delivered in English

UNIVERSITY PROGRAMME | LEAD | POSTGRADUATE & MATURE

Decision Edge Lab

Sharper Decisions, Stronger Influence,
Smarter Competition in the Age of AI

Executive simulations for postgraduate students,
working professionals and mature learners.

LEAD Postgraduate & Mature

Evening | Weekend | Intensive

Prepared for postgraduate and MBA programme directors,
deans and executive-education teams.

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LEAD | POSTGRADUATE & MATURE

Decision Edge Lab

Sharper Decisions, Stronger Influence, Smarter Competition in the Age of AI

Pressure-tested decision-making, persuasive communication and AI-powered leadership, built on real executive simulations for postgraduate students, working professionals and mature learners.

THE PROMISE

Careers are won by the people who decide well, communicate clearly and move others to act. LEAD is a simulation-driven lab that trains that edge: making sound decisions under uncertainty, briefing decision-makers in minutes, influencing without authority and using AI as a force multiplier. Evening- and weekend-friendly, with direct workplace transfer.

AT A GLANCE

Who it is for	Postgraduate, MBA and executive learners, mature students and working professionals. Also adaptable for faculty and staff on request
Formats	Evening series, weekend intensive, semester elective (12-14 sessions) or embedded module
Session length	45, 60 or 90 minutes with mini-breaks, or half-day workshops
Group size	About 12-25 participants
Evidence	An Executive Briefing Pack scored by a panel, a decision journal and a workplace application check-in
First step	Free 30-minute masterclass: <i>The Boardroom Test</i>

WHY IT MATTERS

7 in 10

companies rank analytical thinking as an essential skill, the most sought-after core skill (World Economic Forum, 2025)

AI + data

are the fastest-growing skills worldwide, with creative thinking and resilience also rising (World Economic Forum, 2025)

1%

of Czech firms consider graduates fully job-ready, citing gaps in decision-making and pushing back (employer survey, 2026)

Sources: World Economic Forum, The Future of Jobs Report 2025; Czech employer and employee survey by recruitment firms, 2026, as reported by Expats.cz.

THE PROGRAMME

What students learn and do

CORE OBJECTIVES

- Improve decision quality: detect bias, stress-test assumptions, run pre-mortems.
- Communicate with impact: brief a board in three minutes and handle hard questions.
- Influence without authority through negotiation and stakeholder mapping.
- Develop and defend ideas that win competitive situations, from pitches to promotions.
- Use AI to analyse faster and challenge their own thinking, with clear judgement on what to delegate.

KEY TOPICS

- Decision traps and cognitive bias
- Evidence under uncertainty
- Data storytelling
- The executive briefing
- Negotiation and influence
- Competitive positioning of ideas
- Leading change conversations
- AI-assisted analysis and delegation judgement

SIGNATURE EXPERIENCES

Boardroom simulation • 3-minute briefing rounds • Pre-mortem workshop • “Lead the AI” tabletop exercise

STUDENTS LEAVE WITH

An **Executive Briefing Pack** and a personal decision playbook.

HOW IT WORKS

How the programme unfolds

A sample arc for a semester elective. Phases are adjusted to your calendar and group, and the same arc compresses into a mini-series.

1. Decide better

Cognitive bias, uncertainty and pre-mortems. Participants test their own decisions under pressure.

2. Brief and influence

The executive briefing, stakeholder mapping and negotiation in live simulations.

3. Compete and lead change

Positioning ideas in competitive situations and leading difficult change conversations.

4. Lead the AI, then capstone

AI-assisted analysis and delegation judgement, then a boardroom capstone before a panel.

A SESSION IN PRACTICE

Example session: The Pre-Mortem

Spark	A decision case with a hidden flaw.
Tool	The pre-mortem and assumption testing.
Rep	Teams run a pre-mortem and brief their verdict in three minutes.
Debrief	A panel asks the hard questions and gives feedback.
Transfer	Apply the method to a live decision at work.

HOW PROGRESS IS MEASURED

An Executive Briefing scored by a panel on structure, evidence, influence and handling of questions, a pre/post self-assessment, a decision journal and a short workplace application check-in, summarised in an anonymised report.

FLEXIBLE BY DESIGN

Complementary to what you already offer

The Applied Thinking Lab does not compete with your existing programmes. It adds practical, in-demand skills that sit between courses, giving your students an academic and practical edge that students, parents and partner organisations notice. **Nothing here is set in stone:** format, session length and content are co-designed with you.

FORMATS

Semester elective 12-14 weekly sessions with a full practice arc.	Mini-series 6-8 sessions focused on one skill set.	Club or extracurricular track Open, recurring and student-led with coach support.
Weekend or summer intensive A concentrated programme for fast results.	Embedded module Slotted into an existing course and co-designed with its lead.	Faculty and staff track Workshops and ongoing sessions on request.

Session length: 45, 60 or 90 minutes with mini-breaks. **Group size:** about 12-25. **Needs:** a room with a screen. **Prerequisites:** none. **Language:** English.

YOUR RISK-FREE FIRST STEP

Free 30-minute masterclass: The Boardroom Test

0-3 min	Scenario: a decision that needs a yes or no.
3-8 min	The structure of a three-minute briefing.
8-22 min	Teams brief a sceptical panel and face questions.
22-27 min	Debrief and a second attempt.
27-30 min	Feedback form.

Students complete a five-question feedback form (engagement, usefulness, whether they would join a full programme, one word to describe it, and what they would like to practise). Within 48 hours you receive a one-page summary of the response.

WHAT'S IN IT FOR YOU

Why LEAD works for your institution

FOR THE INSTITUTION

- **A premium postgraduate offer:** simulation-based and visibly practical, supporting MBA and executive-education positioning.
- **Evening and weekend formats** that suit working learners and extend your reach.
- **Employer relevance:** skills that transfer straight to the workplace, with room for guest panels.
- **A faculty and staff option** for leadership and communication development.
- **Measurable outcomes:** a pre/post rubric and an anonymised report to support documented learning outcomes.
- **Low faculty burden:** an external expert, repeatable every semester and co-designable with existing courses.
- **A low-risk start:** one free 30-minute masterclass before any commitment.

FOR YOUR LEARNERS

- Better decisions under pressure, with a method they can reuse.
- Executive presence: briefing and questioning skills for the boardroom.
- Influence and negotiation skills tested in simulations.
- Judgement about what to delegate to AI and what never to.
- A personal decision playbook they take back to work.

QUESTIONS YOU MAY HAVE

Does this replace anything we teach?

No. It complements existing courses and can be embedded in them, co-designed with the course lead.

How is AI handled?

Tool-agnostic and aligned with your institution's AI policy. Students prompt, verify, challenge and document, and keep authorship of their work.

What do you need from us?

A room with a screen, a group of students and a time slot. Students' own devices are welcome but optional.

How do we begin?

With a free 30-minute masterclass and a one-page summary of student response within 48 hours. Format, schedule and content are then co-designed with you.

ABOUT

Tosin Adebayo, MA

Founder, Applied Thinking Lab

Economist, educator, practitioner and poet. Tosin has taught and guest-lectured at institutions including Newton University, the Academy of Sciences of the Czech Republic, Charles University, Robert Gordon University and the University of Cape Town, and has mentored young people for over a decade with JA Worldwide (Junior Achievement). He has led summer programmes for teenagers and coached debaters and public speakers.

A Valedictorian of his Master's class in Applied Economics and a multiple-time inter-university debate winner, he combines academic rigour with real industry experience across global marketplaces and AI (including Shutterstock), logistics, manufacturing, automotive, medical sciences, market research, consultancy and entrepreneurship. He has worked and trained colleagues across Europe, Africa, the Americas and the Middle East.

His belief is simple: **skills are built by doing, not by listening**. Students know his classes as relatable, energetic and refreshingly unconventional. Sessions are delivered in English.

NEXT STEP

A **20-minute conversation** about your students and priorities, then a free 30-minute masterclass with a group of your choice. Reply to the email that brought you this document, or contact Tosin directly:

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ALSO IN THE APPLIED THINKING LAB

SPARK | Applied Voice Lab

Critical thinking, live speaking and AI fluency for first-year students.

BUILD | Applied Problem-Solving & Persuasion Lab

Frame it, prove it, pitch it, with AI-augmented analysis, for years 2-3.