

This certifies that Orkun Duman has completed the 2014 Stanford Pre-Collegiate Summer Institutes High School Program in

Investigations in Decision Leadership and Negotiation

from July 14th to August 9th, 2014, at Stanford University. Orkun's admission into the Summer Institutes, and his participation in and successful completion of the program, demonstrate a high level of academic ability and intellectual curiosity.

Course Description:

Decision Science investigates both how to make optimal decisions and where humans typically fall short. This course provided practical tools for navigating decisions across a broad range of situations, from personal choices to multi-party, collaborative and competitive situations in business, and balanced analytic rigor (decision analysis and game theory) with behavioral insights (psychology, negotiation and leadership).

Morning class each day introduced the core academic and analytical materials aligned with Decision Science as well as applications of leadership and negotiation. The afternoons focused on individual and group work, an experiential activity, or guest speaker presenting on a subject related to the day's material. Major projects included the game simulation "Cities," the creation of a short film, and a final group presentation on a topic of the students' choice made at the offices of the Strategic Decisions Group, an international management consulting firm.

The course is based on material taught at the graduate level in Stanford's Department of Management Science and Engineering and to professionals through the Stanford Center of Professional Development through the Stanford School of Engineering.

Student Evaluation (from Instructor):

I was impressed by how intellectually curious and tenacious Orkun was. His outspokenness was an asset to the class environment and his thirst for knowledge and wisdom were clearly and consistently evident. He always came to class with genuine and probing questions. I can tell from his response to the material in this course that he will go on to implement what he learned in his daily life and future entrepreneurial endeavors. In fact, I saw this progression already apparent in the strides he made over the course of the class.

In the Cities game, a simulation that involved strategic thinking and negotiation, Orkun engineered a novel strategy that gained his team significant points. Another example is the key role Orkun played in the development of his group's movie trailer, a creative group project focused on exploring leadership through storytelling and articulating vision. Orkun was able to bring technical capacities he had learned independently to support the development and editing of the storyline. A final example is the contribution

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he made to the final project his team delivered on the topic of college choice. Not only were Orkun's strong presentation skills apparent, but his incisive approach was also evident in the extensive mindmap he created to illustrate the available options for a student facing this choice.

Orkun always showed strong engagement in the course activities and participated actively in class discussions. His contributions demonstrated fundamental understanding of the material and curiosity with regard to controversial or nuanced points. Furthermore, Orkun demonstrated an interest in the course material that went beyond applications in the course. He shared these thoughts actively in class in a manner that improved the experience for everyone. Orkun was particularly outspoken with regard to what he was hoping to learn from the course and showed remarkable maturity in being open to and learning from alternative perspectives as the course progressed.

Coming out of this course, Orkun has a solid command of the concepts of Decision Quality and how they pertain to leadership and negotiation. Added to his already fundamentally strong leadership capacities, it is clear that Orkun has the skills to perform at a high level in a variety of challenging roles and situations.

Sincerely,

A handwritten signature in dark ink, appearing to read "Chris Spetzler". The signature is fluid and cursive, with the first name "Chris" written in a larger, more prominent script than the last name "Spetzler".

Chris Spetzler, MBA
Executive Director, Decision Education Foundation
Instructor