# **Decision Making**

Managers and others who are engaged in planning, improving and leading projects and other initiatives need to have the skills to evaluate and analyze data to make informed decisions. Successful decision makers use a process to make decisions objectively.

Participants will learn techniques and tools to maximize the effectiveness of each stage of the process.

## **Program Outcomes**

- Understand the relationship between problem-solving and decision making
- Define the decision and the goal of the decision clearly
- Identify sources of data and avoid information traps
- Consider all stakeholders and whether they have an interest or power in the decision
- Use decision making tools to make a viable choice

## **Learning Process**

#### **Learning Content**

- Three Criteria of a Good Decision
- Decision Behaviors
- **Decision Making Process**
- **Group Decision Process**
- **Decision Parameters**
- **Power Interest Matrix**



### **Learning Reinforcement Tool**

- Assessment-Decision Making Style
- Action Learning-Negotiating a Decision
- Action Learning-Planning an After Action Review

#### Program Length 8 Hours

# **Case Study**

A recent client used the program to improve decision outcomes across a broad range of employees. The client's challenge was that many of their employees work remotely and have little chance to discuss decisions with their peers. By participating in a course centered around a framework for decision making, team members are better able to understand the decision intent of their collegues so less time is wasted second guessing how and why decisions are made.

