

Decision Making

Duration: 1 Day · **Training format:** Virtual Classroom / Online

Description

This experience-based course introduces participants to a comprehensive yet flexible decision-making framework that can be used for all types of decisions. Participants experience each step in the framework first-hand through a variety of individual, small-group, and large group exercises. As the participants discuss and learn about decision-making, they will use the Decision Making Portrait, a self-reflective tool, to analyze their personal decision making approach. Because many decisions in organizations today are made by groups, participants also explore group decision-making through an in-depth, experiential case study.

Delegates will learn how to

- Discuss the three cornerstones of making high-quality decisions
- Frame a decision outcome they hope to achieve
- Define the key stakeholders and their roles in the participant's personal decision making process
- Recognize how decision making patterns impact others and the decision making process
- Apply intuitive and data-driven decision making in appropriate situations
- Apply a framework and use tools to manage high-quality decisions
- Lead a group to a high-quality decision

Audience

This course is designed for managers, team leaders, analysts, and individuals who want to make high quality decisions.

Outline

Understanding Decision Making

- The Decisions You Face
- The Cornerstones of High-Quality Decisions

The Decision Making Framework

- Identify the Issue, Need, or Opportunity

- Frame the Decision Context
- Explore Options
- Analyze and Evaluate Options
- Make a Choice
- Act on the Decision and Check Results

Framing the Decision Context

- One Frame Does Not Fit All Decisions
- Understand the Decision Context
- What You Are Deciding and Why
- Identify Outcome-Based Goals
- Recognize Values in Decision Making
- Select the Right Stakeholders

Understanding Decision Types

- Continuum of Decision Types
- Intuitive Decision Making
- Assessing Decision Making Patterns
- Data-Driven Decision Making
- Managing the Decision Process

Making Group Decisions

- Leading a Group to High-Quality Decisions

Prerequisites

There are no prerequisites for this course