

Decision Making with Purpose™

Overview

In this workshop, each participant will use an actual business scenario that needs a decision for their own work or for a project or process in which they are involved. A series of individual and small group action-learning activities are used to help the participant become proficient in the 4 steps of analyzing, planning, applying and measuring the success of decision making. Proven tools and approaches are provided and practiced for defining, categorizing, and prioritizing decisions with the proper stakeholders so the obtaining buy-in and sustainability of the decision is attained. At the close of the workshop, the participant will leave with a 100% completed plan that can be used in workplace to achieve defined objectives to meet measurable business results.

Learning Objectives

Upon the successful completion of the course the student will:

- Understand the different approaches for informed decision-making
- Be able to prioritize and classify decisions
- Recognize the types of information needed for different kinds of decisions
- Efficiently gather correct information for optimal decisions
- Use appropriate tools to make decisions based on classifications
- Develop a workplace action plan
- Create a feedback measurement system to ensure the workplace action taken is delivering the needed results

Course Topics

Key topics covered within the course include:

- Defining Decision Making
- Calculating the Cost of Decisions
- Decision Making vs. Problem Solving
- Analysis and Prioritization Tools
- Ackoff's System Approach
- Data vs. Information
- SMART Goals and Roles
- Decision Making Tools and Methods
- Defining Success Criteria
- Creating a Feedback and Measurement System