

## Strategic Decision Making

**Duration: 2 Days**    **Course Code: SDM100E**

### Overview:

The Strategic Decisioning Program is designed for managers at all levels. The program provides a practical approach to needs analysis, problem solving and decision making that can be applied to simple and to complex issues. The program is designed to help managers make better decisions, faster.

### Objectives:

- In this 2-day program, you will have an opportunity to work with colleagues from all parts of the organization to:
- Build on the decision making methods you already use every day
- Develop a greater level of knowledge and understanding of what's involved in linking Needs Analysis, Problem Solving and Decision Making into a single process
- Develop new ideas to help deal with current, more complex issues you and your team may be facing
- Program materials, models, and job-aids that can be used back in the workplace
- Understand the characteristics of good business decisions
- Use a three-step process for decision making
- Gather better information to clearly define the business issue or problem
- Apply the Decision Analysis Model to determine the most cost effective decision-making action
- Align decisions with the organization's vision, mission, values and key goals to make more strategic decisions
- A process that can easily be shared with others

### Content:

#### Day 1

- Welcome and Introductions
- Case Study Discussion
- Understanding the Strategic Decisioning Process
- Completing a Detailed Needs Analysis
- The Issues Grid
- Why 5
- Setting a Decisioning Result
- Connecting Needs Analysis to Active Leadership
- Systematic Problem Solving
- Brainstorming
- Pattern Breaking

#### Day 2

- Developing an Action Plan
- The What 5 Approach
- Coaching for Success
- Escalating Decision Making
- Managing the Paradoxes
- Your Own Issue
- Questions You Must Ask
- Strategic Decisioning Tools

### Further Information:

For More information, or to book your course, please call us on 00 20 (0) 2 2269 1982 or 16142

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