

Framing decisions & making quality decisions

A DECISION MEANS MAKING A CHOICE OR REACHING A CONCLUSION.

MANY SKILLS ARE INVOLVED INCLUDING: LOGICAL THINKING, SEQUENTIAL THINKING, CREATIVITY, SOURCING ANALYTIC ABILITIES, BEING SENSITIVE TO OTHERS AND ASSERTIVENESS.

Plan of action

Did you know that there is a cognitive disorder whereby people cannot make decisions? They cannot choose from options and will procrastinate to eternity. This program will give you insights into the psychology of decision making. As a result your people will be equipped with cognitive tools to make better quality decisions.

- How to frame your decisions
- How to develop criteria for making effective decisions
- How to understand the nature of decision making
- How to work effectively with gut feeling
- How to prevent your personality style from being a controlling force
- How to assess your decision making results
- How to use cause and effect diagrams
- How to compare alternatives
- How to be objective in decision making
- How to use emotion effectively when making decisions
- How to present decisions credibly
- How to use participative decision making
- How to move away from symptomatic workplace responses

“ When I was a boy of fourteen, my father was so ignorant I could hardly stand to have the old man around. But when I got to be twenty-one, I was astonished at how much the old man had learned in seven years.

—Mark Twain

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Key Learning Outcomes

At the conclusion of this program participants will possess the skills to:

- Alternate thinking styles to see the bigger picture
- Alternate between myopic and broad vision - situational thinking
- Remain objective
- Filter substandard information
- Use fishbone diagram as a problem solving tool
- Use concept maps to structure information
- Use alternative thinking tools to reach different conclusions
- Link critical decision making skills to quality leadership skills
- Influence workplace stakeholder's techniques
- Be more politically aware of decision making structures
- Reach agreement when deciding by committees and teams
- Select a hierarchy of values for complex decision making
- Analyse case studies
- Understand the 4 dimensions of every quality decision in history
- Understand cultural differences in decision making
- Learn how to speed up procrastinators
- Use measurement metrics to test the strength of a decision
- Search for truisms in your decision framing
- Track down information that is the most meaningful, practical and purposeful
- Develop your thinking styles
- Be more aware of how conditions cloud some thinking styles

Would you like to attend this program?

- For maximum effectiveness, this program is best conducted as an in-house program.
- **Ideal group size** 4 - 12 participants
- **Venue** For your convenience, you can choose to conduct this program at your business premises. Alternatively, we can provide a training venue at a small additional cost.
- **Duration** This program can be adapted to meet your requirements.
- **Cost** Price on request.
- **Target Audience** Supervisors, Team Leaders and Management.

If you would like more information on this training program, please contact:

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or visit our website today

www.preftrain.com