Making Winning Business Decisions

A Framework for Critical Thinking and Decision-Making

Decision-making is a skill that can and should be learned. Why do well-intentioned, smart, experienced professionals make poor decisions far too often? We believe it's because they haven't been taught a disciplined process for making winning decisions. Left to fend for themselves, they've relied on intuition, brains, luck, common sense, and training within the narrow bounds of their professional expertise. Unfortunately, in today's environment those aren't sufficient.

This Course:

- Illuminates an individual's current decision-making process using a challenging case study
- Goes through the process and challenges inherent in framing decisions and gathering intelligence in a second case exercise
- Guides the learner through a process for coming to conclusions and learning from experience based on the results of their case study

Developed in Partnership with

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Learners will:

- Reach faster and more effective solutions through problem identification and framing
- Understand how to assess the degree of uncertainty and risk in a decision
- Reduce the impact of cognitive biases and blind spots
- Manage stakeholders based on their interests and influence
- Avoid myopic group think and tunnel vision
- Decide on a course of action and make course corrections if necessary

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Course Outline

WEEK 1
Making Better Decisions

- Exploring Decision Quality
- TODD RACING Challenge
- Developing a Group Decision
- Assessing Group Decision Quality

WEEK 2
Framing and Gathering Intelligence

- Managing Frames
- How Frames Guide Your Decisions
- Framing Your Course Simulation
- Overcoming Biases

WEEK 3
Coming to Conclusions and Learning from Experience

- How We Make Decisions
- Group & Organizational Pressure on Decisions
- Coming to a Conclusion
- Learning From Experience