

Vertical Decision Making: Executive Level

Making effective, long term decisions is one of the most crucial actions senior leaders undertake. Their choices are judged and dissected by those around them, and exponentially more so when paralysis grips them, and they fail to decide. The decisions a leader makes often define the leader's legacy. The Vertical Mindset, effectively applied, elevates the quality of both decisions and the decision-making process.

The Vertical Decision Making for Executives program guides executives through the challenging task of being accountable for decisions required of them. In highly specialized, diverse team environments, executives are challenged to bring forward successful decisions at a faster pace, in an ever more complex world. The ability to make good decisions on your own is demanded. Your ability to bring teams to highly successful decisions, even when they are not accountable to you is today's expectation.

This program outlines how to make decisions with impact, both individually and with teams when time is short and when there is more opportunity for thoughtful and rigorous process.

This program focuses intensively on how to apply the Vertical Mindset to decision-making, and the development and application of the skills through reinforced practice - using real life simulation exercises. Participants leave the program with sound decision-making skills and the confidence to apply their learning on the job.

KEY OUTCOMES

- Understanding of multiple decision-making models, their value, limitations and when they work best
- Insights into the similarity and difference of making solitary decisions and those affecting groups or your employer
- Application of the Vertical Mindset to the entire system of making decisions
- Different approaches to idea generation over the over-used "classic brainstorming" approach
- Systematic consideration of various factors and new tools for comparative analysis of relevant factors to your decisions
- How to integrate the widely acclaimed "rapid prototyping" to identify possible solutions and then move these forward for evaluation
- Decision results that create a major differentiation
- All within the Mindset of creativity and building a culture of excellence

KEY FOCUS AREAS

Our program will bring a robust "learn - review - practice" approach and offer participants something new - the ability to learn through two streams of simulations: personal and organizational. Participants will be able to choose their own path through the course material and observe how the ideas play out in robust storylines.

The primary areas of focus for the program are:

- Core decision models that make up our system
- Seeing the role that variability plays in making consistently good decisions
- How the Vertical Mindset differentiates our decision making model
- Understanding key decision "filters"
- Learning how to "see" the actual decisions that are required
- Systematic approach to analysis, including "factor" analysis
- Role of values and goals in decision making
- Vertical techniques for ideation

continued

- Rapid PTR (Prototype – Test – Revise) cycle
- Choose & Do process – how to get past indecision and make decisions come alive
- Designing Metrics / Execution / Delegation / Accountability to enable leaders to see the results and understand them

TARGET AUDIENCE

This program is applicable to senior leaders and Board Members who need to deal with complex, systemic issues.

PROGRAM DURATION

1 to 2 days (in-class only or blended learning)