

## Vertical Decision Making: All Organizational Levels

Yesterday's solutions are today's problems, the speed at which decision need to be made is ever increasing, the complexity of issues is increasing exponentially, and there is tons of information available, but not necessarily all the right or relevant information. All of these factors require that employees at all levels use good judgment and have effective decision making skills. The Vertical Mindset, effectively applied, and the quality of decision making tools elevates the quality of both decisions and the decision making process. Organizations that use standardized best practices in decision making across the entire organization have a significant competitive advantage.

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

### KEY OUTCOMES

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- Make decisions more effectively using a consistent model and approach that is shared by others within the organization
- Apply critical thinking tools to enhance the decision making process
- Identify positive and negative consequences of possible solutions
- Select an alternative that is most appropriate to goal, context, and available resources
- Establish criteria for evaluating the effectiveness of decisions
- Critical Thinking and Decision Making Tools (including visioning a new future, brainstorming, nominal group technique, polling, pros - cons analysis)
- The skills to work collaboratively with others when making decisions
- Sound decisions are made that enhance the company's goals
- Decisions that are supported by all key stakeholders
- Clear accountability to execute against the decisions

### KEY FOCUS AREAS

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- Understanding how your Mindset influences your view and approach to Thinking and Decision Making
- Understanding of how your Personality influences the way you analyze and evaluate information and make decisions
- Define critical thinking
- Determine the benefits of using good critical thinking for the business and the people
- Determine what happens when you don't use good critical thinking
- Analyze what is going on in our lives (internal issues and external issues) these days that is detracting from our critical thinking and effective decision making
- The 8 step Vertical Decision-Making Model
- Application of the above skills in a real business simulation

## TARGET AUDIENCE

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This program is applicable to all managers and employees who need to make decisions that will impact the business and key stakeholders.

## PROGRAM DURATION

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1 day