

Standpoint

MAKE BETTER DECISIONS

Standpoint is a decision support company that provides education, process consultation, and tools to help manage major decisions.

Standpoint Seminar DM-6

Competitive Advantage Through
Better Decision-making

Why do teams get stuck in problem solving scenarios, and how can they break free?

What is group-think, and how does it stifle innovation?

What are consensus killers, and how can they de-rail an otherwise strong group decision?



Team leaders have never been under more pressure to perform. Budgets are shrinking, expectations from upper management are rising, and the complexity of the decisions team leaders need to make are overwhelming.

How are some companies and organizations thriving?

Companies like IDEO have optimized their teams' innovative problem-solving, resulting in an astounding 1000 patents. Google has made team collaboration a core competency and has used it to develop a market-dominating line of products.

What these and many other companies and organizations have in common is that they have turned team decision making from a dreaded exercise into a competitive advantage.

Seminar Highlights

Upon completion your team will:

- ▶ Recognize the 2 basic types of decisions
- ▶ Understand why teams get mired in problem solving, and how they can break free
- ▶ Recognize the 3 biggest decision traps teams face, and how to overcome them
- ▶ Understand human cognitive biases, and the common tricks they play
- ▶ Learn simple and effective techniques to avoid group-think
- ▶ Learn the requirements to build and maintain a strong team consensus so your decisions get implemented
- ▶ Find out why mistakes aren't all bad, and how they can actually help future performance

"Improving your teams' decision competencies is one of the highest return activities your company can invest in."

Seminar Outline

Goal: *To improve awareness of decision-making traps and productivity killers, and to provide strategies to overcome them*

1. Introduction

- common scenarios
- sobering corporate statistics

4. Successes

- corporate examples
- public sector examples

2. The Science of Decision Making

- decision making as a process
- why do we get it wrong?

5. Emerging Issues

- data availability
- analytics
- demands for transparency

3. Techniques & Tools to Improve Decision Making

- frame
- model
- decide
- learn

6. Conclusions

- next steps
- resources

Book your Standpoint seminar today.

Call 1-866-302-9869

or email

seminars@standpointdecisions.com

Seminar Leaders

The founders of Standpoint Decision Support Inc. have a combined 35 years experience dealing with complex decision scenarios in private corporations and public agencies. Strategy development, technology decisions, and policy creation are areas of experience.



Dr. Steven F. Wilson

Educated as a scientist, holding a doctorate in quantitative ecology. Skilled in analyzing complex, uncertain situations and environments in order to bring sense and clarity to them.



Matt Sims

15 years in the corporate business world, 8 as an entrepreneur. Adept at building relationships, and the realities of working within teams to achieve common goals.