

DYNAMICS OF DECISION MAKING™

Introduction

Decisions! Decisions! Decisions!. Wouldn't it be wonderful if we never had to make them! But, that's not life. In reality, we make decisions even before we get out of bed in the morning and continue throughout the day – until we fall asleep.

Decision-making is also a part of problem solving, as the selection of a solution to a problem, is in itself, a decision.

Choosing a solution to a problem requires judgement, and whether or not this judgement is rational, creative or intuitive, choosing a solution is a decision-making process. A decision is 'making up one's mind' about an answer to a question. Hence, **decision making is a process** of selecting a choice among alternatives. If the alternatives are already available, we use the rational approach (left-brain), but if we have to invent alternatives, then we use the creative thinking process (right-brain).

The decision making process starts with the results we want, not with the alternatives that happen to be at hand. The most important thing to remember is to clarify **What Do We Want To Achieve From This Decision-Situation?** i.e. what is the desired or ideal outcome? Only then can we select the best decision making process.

Workshop Contents

- Influence of Personality, Gender and Culture on Thinking and Learning
- Understand the nature of the decision process and decision-making
- Types of decisions and decision analysis
- Thinking skills needed for both decision analysis and decision-making
- Influence of our personality on the decision-making process vis-à-vis the role of logic vs emotion
- Optimism vs. pessimism vs. idealism and how these orientations affect decision-making and planning
- Assessing participants preferred styles of thinking in decision making
- Applying the 'what', 'why', 'who', 'where, when and 'how' – to the Decision-Making process
- Thinking skills needed for the planning process at both work and in life
- Personal Development Action Plan (PDAP)

Learning Objectives

By the end of this program, participants will:

- Understand how personality, gender and culture influence thinking, emotional and learning styles.
- Recognize a range of different thinking and types related to this program.
- Understand the nature of decisions, decision analysis and decision-making
- Understand how our own personality and preferred thinking and emotional styles influence our decision making.
- Use a systematic approach to making decisions including thinking about opportunities, consequences, feelings and analysis
- Know how to use decision analysis - using Kiplings 6 honest serving men: what, why, who, where, how and when.
- Appreciate how both individual or group decision are better, when a whole brained approach is used
- Develop a practical and effective decision-making system, to use in life or work
- Develop an action plan to become more effective in decision making.

Workshop Methodology

A key and unique feature of this workshop is that all participants will complete a personality traits survey form, resulting in a detailed personality profile. This will enable participant's to discover their own preferred cognitive and emotional styles, which in turn can strongly influence the dynamics of thinking and learning relating to this workshop .

Workshop design incorporates a variety of methods to both stimulate active learning and appeal to the mix of participants preferred learning styles. Building on participant personality profiles, a number of interactive exercises, games and group discussion help them to understand the different thinking skills needed. Where appropriate, selected multimedia, video or power point visuals augment a comprehensive manual of notes. The workbooks are professionally laid out, appealing to the learner and capturing key learning points and post workshop actions

Workshop Duration

This can be designed as a 1, 2 or more intensive 3 day workshop, subject to client's needs.

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