

# Making the Right Decisions Under Pressure

## Course Overview

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This is a 2-day class

As a leader, others look to you for direction and guidance. The confident decisions you make are imperative to drive productivity, resolve conflicts, and guide your team's focus and efforts. In this course, you will learn to evaluate options, generate possible solutions, and decide on logical strategies. [Download the Course Outline and Information on Post-Class Content](/Portals/0/Documents/CLD%20Outlines%20and%20Post%20Class/Making%20the%20Right%20Decisions%20Under%20Pressure.pdf).



## Who Should Attend

Executives, directors, managers, and others tasked with making important decisions for their organizations.

## Course Objectives

- Make intelligent decisions with limited time and information
- Reframe issues to ensure greater problem solving accuracy
- Convert conflicting opinions into useful insights

## Course Outline

### 1 The Complexity of Decision Making

Establishing the Needs of the Organization  
Defining Organizational Objectives and Goals  
Measuring Your Goals  
Calculating Probabilities of Success

### 2 Dealing with Opinion in the Face of Uncertainty

Understanding Theories of Decision-Making  
Avoiding Irrationality  
Being Aware of Risks  
Reframing the Options  
Asking the Right Questions  
Knowing What You Want  
Making Proper Comparisons  
Working with Stereotypes and Expectations

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## 3 Adapting Decision Strategies for a Complex World

- Reviewing Your Plans
- Engaging Stakeholders
- Enlisting Your Network
- Managing Risks
- Planning for Risks – Avoidance, Mitigation, Transference, and Acceptance
- Applying Complexity Theory and the Butterfly Effect
- Adjusting Decisions
- Building in Metrics & Measurements
- Monitoring Progress and Managing Risks
- Looking for Emerging Trends