



## Leadership Component 3: Execution

### Decision Making and Problem Solving

#### Workshop Overview

A significant factor in sustaining peak performance is the collective ability of the managers to effectively address problems and make decisions. In *Decision Making and Problem Solving* we start out by giving managers a process for identifying which of all their urgent decisions and problems are the most critical to organizational performance. We give managers a process for addressing problems and making decisions that leads to the highest value contribution to the company. We call this process value-based decision making. During the workshop managers apply the tools presented in the workshop to their real-time job situations. We also show managers how to generate enrollment and support for implementing a decision after it has been made.

#### Workshop Objectives

1. Managers understand the importance of consistently using a process for identifying and prioritizing the most important and urgent problems and decisions they face.
2. Managers follow the decision making process presented in the workshop to arrive at an effective, high value decision or resolution to a problem.
3. Managers generate enrollment and support for their decisions.

#### Take-Home Value for Managers and their Company

1. Managers become more valuable decision makers and problem solvers.
2. Decisions and problem resolutions are implemented more effectively.
3. The most important problems in the company receive the greatest attention, and their solutions generate the highest value for the company.

#### Time Frame

1 day

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### **Post-Workshop Coaching**

Steve Dudley Associates is committed to the successful application of our workshop materials. We offer one-on-one coaching as a value-added option for each of our workshops. Please click on the “Coaching” tab to see a description of our workshop follow-up coaching program.

Workshop: *Decision Making and Problem Solving*

Recommended coaching sessions: 2-4

Suggested areas of coaching support:

- Assisting managers in developing the discipline and habit of staying focused on the most important and urgent issues confronting them.
- Assisting managers in developing the skill and habit of using a value-based decision making process.

### **Group Facilitation**

Management team facilitation is offered to help the management team build into the company a culture of value-based decision making, problem solving, and prioritizing.