



DECISION CONSULTING WORKSHOP

SAN FRANCISCO BAY AREA

Spend two weeks in SDG's in-depth, hands-on Decision Consulting Workshop and gain the tools and understanding you need to successfully lead or support decision-making processes in your organization.



Strategic Decisions Group

sdg.com

A Better Way to Make Decisions . . .

Decision Consulting Workshop

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Lead Instructors

MARCY CONN

Partner

Marcy has nearly 30 years of experience as a strategy consultant and educator. Marcy has been recognized as an instructor and designer of a wide range of educational programs centered on experiential learning. She received an MBA from University of California, Berkley, and two degrees from Stanford University. Marcy is a Fellow in the Society of Decision Professionals.



Executives and analysts are often asked to evaluate or recommend strategic decisions—decisions that may have highly uncertain consequences and leave many parties in conflict. The Decision Consulting Workshop gives you the tools and understanding to successfully lead decision processes in your organization.

SDG has spent more than 40 years blending the power of decision analysis with an in-depth understanding of organizational and behavioral challenges. The result is a leading-edge capability in dealing with technical and organizational complexities in this critical function of business: how your company makes decisions.

Companies adopting SDG's Dialogue Decision Process find that the cultural changes that accompany the process go well beyond making smart and timely decisions. The improvements in communication among teams and management within and across business units, the quality and cost effectiveness of information, and the buy-in and commitment fostered by the process enable thoroughly analyzed decisions to be implemented quickly. A rigorous process can actually save time over traditional decision-making approaches.

TRINA WELLER

Principal

Trina Weller has been a decision professional for over 30 years, applying her expertise in consulting, software development and education. She frequently leads courses for SDG clients as well as programs at Stanford University and the University of Texas at Austin. She is a Fellow of the Society of Decision Professionals.



Interested in bringing this course to your team at your workplace?

CALL +1 650.475.4476

WORKSHOP SCHEDULE:

WEEK 1

Framing, Alternatives, Decision Board Presentation

- + Facilitating Dialogue Decision Process project teams
- + Framing decisions problems and developing alternatives
- + Identifying key uncertainties and relationships
- + Preparing effective presentations
- + Conducting a “frame and alternatives” dialogue with senior executives

WEEK 2

Analysis and Insight

- + Interviewing potentially biased experts
- + Identifying key sources of value and risk
- + Analyzing alternatives using decision analysis software
- + Mining the analysis for insights
- + Leading decision-board discussions of evaluation results

The Decision Consulting Workshop is SDG’s 2-week training for process leaders. Participants learn powerful group facilitation and decision analysis skills that allow them to guide their organization through a challenging decision or strategy development process. A comprehensive simulated consulting engagement provides a realistic setting for learning and applying facilitation and analysis skills.

THE DIALOGUE DECISION PROCESS

The workshop will train decision leaders and participants in the Dialogue Decision Process, an approach characterized by structured interactions between decision-makers and those who support them. The process incorporates problem framing, group facilitation, spreadsheet modeling, decision analysis, and communication with decision-makers.

INDIVIDUAL COACHING

Participants in the Decision Consulting Workshop benefit from the guidance of experienced SDG decision consultants as they work in small teams on each step of a complex decision problem. In addition, SDG’s instructors and coaches are available before and after class and during breaks to provide individual attention to specific questions and issues that arise during the course.

A simulated “decision board” composed of four of SDG’s most senior decision consultants is convened twice during the course. This gives participants a realistic opportunity to present insights and distilled analytic results to executives, to guide productive discussions, and to reach alignment on a course of action.

WHO SHOULD ATTEND

Individuals and teams responsible for building their company’s internal decision support capability. Participants should have an MBA or equivalent business experience, demonstrated group leadership skills, and expertise in developing spreadsheet models in Excel.

HOW WILL YOU BENEFIT

Over two weeks, participants are immersed in a broad set of organizational and analytic tools used by decision consultants. With practice and mentoring, graduates will refine the skills necessary to lead their organizations through complex decisions.

COURSE FEES

The fee is \$19,500, which includes tuition, breakfast, lunches, and all course books and materials. Significant discounts are available for corporate teams registering at the same time. Please call the registrar, +1 650.475.4476, for details.

“The DCW course provided me the tools, techniques, knowledge, and confidence to address complicated decisions. I highly recommend it to anyone faced with a guiding a corporation through a complex series of decisions.”

— MICHAEL SHERIFF, SENIOR PLANNER,
OKLAHOMA GAS & ELECTRIC



ABOUT SDG

Strategic Decisions Group is a strategy consulting firm renowned for applying leading-edge theory to uncover opportunities for creating shareholder value. We guide our clients to find innovative, creative strategies to thrive today, while also helping them build internal competencies to meet competitive challenges in the future. As a result, we are the preferred strategic partner to many in the Fortune Global 500.

www.sdg.com

SDG'S EXECUTIVE EDUCATION PROGRAM

SDG has trained thousands of executives, managers, and analysts in hundreds of corporations throughout the world. Our in-depth, two-week courses on decision analysis and decision consulting began as part of the training curriculum for SDG's consultants and evolved into courses that welcome clients and professional colleagues.

www.sdg.com/courses

"You and your team did a fantastic job in the 2 weeks I spent with SDG. Although it was a lot of work, I truly enjoyed how you were able to mix intellectually challenging material with fun—thereby creating a wonderful learning environment."

— KEVIN LYNCH, MANAGER,
DECISION SUPPORT GROUP,
ABBOTT LABORATORIES

"What I liked most about DCW was the simulated consulting assignment, with 'real-life' practice facilitating, gathering assessments, presenting to credible decision board members, and getting feedback on how we did. This makes the course."

— DAN JOHNSON, DECISION SCIENTIST,
ELI LILLY AND COMPANY

"Takes decision-making techniques out of the classroom and into the boardroom."

— BERNADETTE WALSH, RISK MANAGER,
UNILEVER



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