

Post-Class Reinforcement Materials

Each of the Leadership and Professional Development courses include a suite of post-class reinforcement materials that are unique to each title. Content such as e-books, quick videos, personal and team assessments, tools and templates, and other materials, have been selected to ensure that you continue your journey to ongoing success beyond the classroom. All e-assets, such as books and videos, come with 1-year access.

Making the Right Decisions Under Pressure | 2 Days

Reinforcement Videos

- Situations vs. Problems featuring William Mitchell
- Pioneering Possibilities: Problem-Solving and Innovating featuring Erik Weihenmayer
- Moving To Dynamic Problem Solving featuring Wendell C. King
- Decision Making As a Skillful Collaboration featuring Larry Dressler
- Interviewing for Executive Intelligence featuring Justin Menkes
- Leading Through Critical Thinking featuring Dwayne Spradlin
- Principle 1: Interrogate Reality featuring Susan Scott
- Solving Complex Problems featuring Bill McComb
- Problem Solving: Keep Asking Why featuring Antonio Carrillo
- Problem Solving: Focus on Pains Instead of Gains featuring Steve Shapiro
- Expertise: The Enemy of Innovation featuring Steve Shapiro
- Evidence-Based Management: The Keys to Great Decision Making featuring Jeffrey Pfeffer
- The Most Powerful Forces that Shape Business Decision-Making featuring Dan Ariely
- Habit 5: Seek First to Understand, Then to be Understood featuring Stephen Covey

Book Summaries

- *Responsible Managers Get Results: How the Best Find Solutions, Not Excuses* by Gerald W Faust, Richard I. Lyles and Will Phillips
- *Optimizing the Power of Action Learning: Solving Problems and Building Leaders in Real Time* by Michael J. Marquardt
- *How the Best Leaders Lead: Proven Secrets to Getting the Most Out of Yourself and Others* by Brian Tracy

Blueprints

- *Fostering Effective Decision Making Throughout the Organization* by Peter Charness, Tom Erickson and Randy Wheeler

Leader-Led Activities

- Devil's Advocate Discussion Guide
- Defining a Problem Facilitation Guide
- Problem-solving Process Facilitation Guide
- Thinking and Interpersonal Skills Facilitation Guide
- Technique Practice Application Guide

Self-Assessment

- Critical Thinking Self-assessment

Business Impact

- Business Impact: Playing the Devil's Advocate in Decision-making

Challenge

- Challenge: Uncovering the Root Problem

Tools

- BEST Alternatives
- Brainstorming Phrases
- Ease and Effect Matrix
- Fishbone Diagram
- Genuine Dialogue
- Idea Net
- PMI Analysis
- Problem Identification
- Problem Solving Worksheet
- Sample Questions
- Technique Review
- The Devil's Advocate
- The Five Whys
- Tools Associated with Problem Solving
- Your Problems and Decisions

Test

- Leadership Advantage Test Yourself: Problem Solving & Decision Making

Core Message

- Leadership Advantage: Problem Solving & Decision Making 2.0

Case Study

- What's the Problem?
- Moving the Process Forward
- Considering Solutions
- Using Critical Thinking Skills
- Which Tool or Technique?

Key Concept

- Key Concept: The Problem Solving and Decision Making Process
- Key Concept: Defining the Problem
- Key Concept: Generating Feasible Solutions
- Key Concept: Choosing the Right Course/Solution
- Key Concept: Skills
- Key Concept: Critical Thinking Skills
- Key Concept: Questioning Skills
- Key Concept: Facilitating Discussion and Dialogue
- Key Concept: Tools and Techniques

e-Books

- *How Great Decisions Get Made: 10 Easy Steps for Reaching Agreement on Even the Toughest Issues*
- *Performing Under Pressure: Gaining the Mental Edge in Business and Sport*
- *Making Difficult Decisions: How to be Decisive and Get the Business Done*

Videos/Courses

- *Overcoming the Paralysis of Analysis - Conquering Indecisiveness*
- *Instinctive Decision Making*
- *Sticking To Your Core Values Under Pressure*

