

STRATEGIC DECISION MAKING

A Workshop by Raza Abbas



OVERVIEW

- Ask the right questions to uncover critical data required to make the best decision
- Understand how to create the perfect decision statement, a critical component of success
- Identify the key decision objectives that will be used to assess different alternatives
- Evaluate the relative strengths of each alternative
- Assess the risks associated with each alternative
- Confidently make the best choice that maximizes benefits and minimizes risks

WHO SHOULD ATTEND

This workshop is useful for anyone who wants to utilize or apply decision making purposefully. More specifically, this workshop will be very beneficial for middle level managers who are leading a group of individuals with-in an organization. Employees at all levels who are required to make or participate in decisions will benefit from this workshop.

LEARNING OUTCOMES

- Learn how to bridge gaps, gain insights and function effectively in an organization
- Managing people for optimal performance what the underlying reasons are for why we act and do as we do – and how we, with evidence.

WORKSHOP METHODOLOGY

- **Understand the Role of Leaders in Decisions:** whether leading a few people or many, a large organization or a small part of one, you need an effective way to make high-quality decisions.
- **Clarify the Purpose of a Decision:** understand the choice to be made and how to measure success.
- **Evaluate Alternatives:** assess how well various options meet the needs of the decision.
- **Assess Risks:** consider what could threaten the success of the choice over time.
- **Make the Decision:** looking at the full picture, make the choice

FACILITATOR'S PROFILE



Raza Abbas has conducted organizational development programs in 6 continents across the globe. He is invited to speak at premier global forums. For more than a decade, he has transformed countless employees from Good to Great in diverse industries both nationally and globally. He holds dual degrees from The University of Arizona, USA and earned Distinction in Speech Communication. He also earned certifications in organizational development and personal development from The University of Arizona. His thought provoking discussions are often visible and amongst the best at Harvard Business Review and Association for Talent Development (ATD) groups.

23rd October 2018
10.00 am - 4.30 pm
Royal Rodale Club

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Workshop Venue: Royal Rodale Club, Karachi



Management Association of Pakistan

REGISTRATION FORM

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MODE OF PAYMENT

Cash/Cheque No. _____

Dated _____

Amount _____

Registration Fee*	Early Bird Fee (Register by) 9 th October 2018	Regular Fee
MAP Institutional Member	Rs. 11,900/-	Rs. 13,500/-**
For two or more Institutional member nominations	Rs. 10,900/-	Rs. 12,500/-
MAP Individual Member	Rs. 9,500/-	Rs. 11,000/-
Student Member	Rs. 5,000/-	Rs. 5,500/-
Non-Member	Rs. 15,000/-	Rs. 16,000/-**

*Includes: MAP Certificate, Printed Course Material, Lunch & Tea.

** Note: 20% Discount is available on nominations of 5 or more participants

Registration:

Registration to be confirmed only on receipt of cheque in advance

- Cancellations or substitute nominees acceptable up to 48 hours prior to the event.
- Early bird discount can only be availed if payment is made before the day of event. Otherwise, invoice will be reissued at Standard Fee.
- Please complete the Registration Form attached here to along with a crossed cheque for the applicable fee, in favor of Management Association of Pakistan, to be sent to MAP's address given below:

For Direct Transfer

- Acct Title : Management Association of Pakistan
- Bank Name : MCB Bank Limited
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