

Decision Mojo™



An organization's continued success requires a cadre of leaders and professionals skilled in the art and science of good decision making

Learn how to consistently make high-quality decisions in challenging circumstances

Overview

There is no activity more fundamental to personal and organizational success than decision-making. It is the one task shared by every leader and professional in an organization. It is also how they individually and collectively earn their keep.

Yet there is never a guarantee that leaders and professionals will always make good decisions, even in the most benign circumstances. Being able to consistently make high-quality decisions in challenging circumstances is an even rarer skill.

Drawing on the most recent research in neuroscience, decision theory and behavioral economics, *Decision Mojo™* helps us recognize key cognitive traps that can cause suboptimum decisions. It then teaches a number of specific strategies for avoiding the traps and making more effective decisions.



Decision Mojo is highly interactive and practical. Throughout the workshop, key techniques for creating immediately actionable learning are employed and participants leave the course with a set of tools to help them apply what they learned as they continue to refine their decision-making skills.

Learning Outcomes

In the *Decision Mojo* workshop participants learn:

- About key decision traps such as Anchoring, Frame Blindness, Availability, Sunk Cost/Loss Aversion, Snap Judgment Error, Groupthink, Information Overdose, False Analogy, Self interest/Attachment, Status Quo Bias, Confirming Evidence and Overconfidence
- When these traps are likely to occur and how they can impact a decision or recommendation
- How to apply the 8 Disciplines of Decision Acumen to improve effectiveness in both organizational and personal decision situations
- When to trust/not trust intuition when making a decision
- Appropriate decision-making strategies for different types of situations

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