AUC
PARTNER IN TRANSFORMATION

IMPROVE
STRATEGIC
DECISION
MAKING

Why You Need to Attend:

This workshop is for senior management of an organization, who are responsible to make array of decisions to achieve strategic objectives. Decision making workshop is a blend of face-2-face and online learning experience. It will guide participants how to conduct analysis when data and time is available and how to use intuition in a limited time for decision making. Unlike traditional definition based and/or international case studies base events, workshop will provide framework to improve analytical and intuitive abilities to make strategic decisions under tough conditions.

How You will be Engaged:

STEP 1
Watch the preworkshop video. List down top 10 decisions you make last year. Record their impact.

STEP 2
Attend the workshop (i.e. Face-2-Face, Online, and/or On Demand). Compare your prework with workshop work.

STEP 3
Review the framework. Identify opportunities and problems. Make decisions and record the results.

STEP 4
Measure your success against the given criteria. Share your experience with AUC.

What You will Gain:

- **Differentiate** Good versus Bad Decisions with Examples
- **Understand** Judgment Bias with Practical Examples
- **Challenge** Your Intuition and Overcome Obstacles to Rational Decision-Making
- **Avoid** Data with the Skill of Analyzing Options
- **Forecast** Future with Group Decision Making

Why with AUC:

- We are in a Business of Transformation
- We Teach What We Do
- We Provide Global Knowledge with Local Contexts
- We Prioritize Context Over Content
- We Will Challenge Your Assumptions
- We Will Create an Experiential Learning Environment
- We Will Make You See Things Differently
- We Will Provide You Tools for Implementation
- We Will Provide You Criteria to Measure Your Success
- Our Success Depends on Your Success

WORKSHOP AGENDA

SESSION 1 - TIMINGS: 9 AM – 10:30 AM

Define Decision Making

This session will cover
- Why Decision Making Matters
- Decision Making and Art or Science
- Exercise: Bad Versus Wrong Decision

This session will discuss importance of decision making and engage the participants to select bad versus wrong decisions.

SESSION 2 - TIMINGS: 11:00 AM – 12:00 NOON

Identify Your Bias

This session will cover
- Question Your Assumptions
- Inside versus Outside View
- Exercise: Bias Test

This session will provide cognitive bias information and will ask participants to test their biases.

SESSION 3 - TIMINGS: 12:00 NOON – 01:00 PM

Test Your Intuition

This session will cover
- Blink or Think
- Rational Versus Irrational Judgment
- Exercise: Threats to Rational Judgment

This session will discuss role of intuition in decision making and will change to identify rational and irrational judgments.

SESSION 4 - TIMINGS: 02:00 PM – 03:30 PM

Trust the Data

This session will cover
- Review Variables & Linkages
- Create Options with Data
- Exercise: Check for Data Bias

This session will discuss the decision making based on available information and data. It will guide how to debias and create options in limited.

SESSION 5 - TIMINGS: 04 PM – 05:00 PM

Decision Making in Organizations

This session will cover
- Cultivate Super Forecaster Skill
- Decide with Team
- Exercise: Data with Judgment

This session will provide choice environment tools to predict future outcomes as super forecaster and guides them to work in a team to come up with better decisions for the organization.

TRAINER PROFILE

Lead Trainer and Mentor

Asad Ullah Chaudhry

PgMP, PMP®, ACP,
Scrum Master, Project+
Alumni - University of Oxford

Asad Ullah Chaudhry, an Oxford graduate, Masters from Stanford University, and a long term PgMP®, PMP®, and ACP® practitioner.

He currently runs a project-focused consultancy and training company, AUC (Pvt.) Ltd; an innovative company: coaching more than a score of organizations. He has also trained more than 10,000 project management professionals.

Asad possesses diversified experience in Strategic Management, Design Thinking, Portfolio Management, Change Management, Information Technology, Business Process Redesign, and Supply Chain Management. He has a particular and cherished association with strategy execution through project management.

Asad is working with organizations to align strategies with initiatives, Portfolio Management, Project and Program Management Office (PMO) Setup, Technology Evaluation, and Project Implementations. He has successfully worked on many initiatives, including: Setting up Portfolio Management Office in Pakistan Air Force, Implementing Project Management Office in Meezan Bank, ERP Project Implementation for Burque Corporation, ERP Project Planning and PMO Setup for Pakistan Army, Core Banking Project Implementation and PMO Setup for National Bank of Pakistan, PMO Setup for Jaffer Brothers, PMO setup for Kalsoft, and PMO Setup for Emmaculate.

As a facilitator, he has more than 300 international events, to his credit, in four continents, the Americas, Europe, Africa and Asia. He uses an innovative corporate case study based approach to transform organizational projects.

Globally, he has contributed to PMI's Standard for Portfolio Management and PMO Awareness, - which led to him being selected as one of the 25 global leaders for "Masters in Leadership Program".