

# Critical Thinking & Group Decision Making

Better decisions | Improved performance | Increased productivity

9-10 October 2012, Sheraton Hotel & Towers, Karachi

16-17 October 2012, Pearl Continental Hotel, Lahore

## Ramiz Allwala

Couse Facilitator

### Top 6 Learning Outcomes:

- 1 Recognize the powers that influence group decision-making
- 2 Make faster and higher quality decisions that are more likely to be the correct ones
- 3 Learn how to come up with superior solution to problems, goals and strategies
- 4 Coach others to build trust and transparency during the decision process
- 5 Tackle difficult problems and make decisions on a daily basis
- 6 Build motivation and team spirit



### For Registration & Details:

Tel: 021-34534261, 021-34536315, Fax: 021-34520708,

E-mail: [register@octara.com](mailto:register@octara.com) | [www.octara.com](http://www.octara.com)



**Ramiz Allawala** consults and trains widely on coaching, team performance and leadership for hyper-growth organizations. Ramiz is a much sought after motivational public speaker who has delivered lectures in Asia and the Middle East on topics ranging from personal leadership, motivation and ethics to global leadership, corporate governance and social responsibility. After running businesses in USA and Pakistan, he founded Gulfstone Leadership Training and has coached and mentored senior executives, students, young leaders and underprivileged youth.

He has trained over 8,000 executives in the private, public and non-profit sectors. As a management consultant, Ramiz not only helps clients build leadership pipelines, cohesive teams, management strategies and develop Human Resource policies but also trains teams in service alignment and customer services. Participants in Ramiz's courses are struck by his intellectual insights, articulation and practical hands-on approaches that help them create their own destiny. Therefore, with his profound sessions, Ramiz has helped create high trust cultures in leading organizations.

His workshops are open, non-dogmatic, and interactive where everyone is challenged to offer differing views, ideas and strategies, since the main focus remains on 'do-ability' rather than theory. He offers instant feedback and assessment to his clients by using his unique 'Management-By-Coaching' model that is based on 3MCs - Managing Culture (creating high Trust), Managing Change (challenging set-piece learning loops), and Managing Commitment (inclusion, assertion and cooperation).

With an aim to improve the calibre of human resource in Pakistan, Ramiz is extensively involved in training assignments across Pakistan though he is now settled in Houston, USA.

### Here's what past participants say about Ramiz Allawala:

"Ramiz's model of effective delegation is an essential addition to my managerial inventory."

**Muhammad Aamir, AVP - HRD, Summit Bank**

"Clear and applicable techniques that should be learnt by every manager."

**Hashim Sheikh, Chief Marketing Officer, Qubee**

"An essential area of effective management superbly presented by Ramiz."

**Adnan Zafar - Senior Engineer, PRL**

Ramiz has trained participants from



# Critical Thinking & Group Decision Making

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## Course Overview:

This workshop is designed for managers who are keen to develop consensus within their organizations, who seek to build alignment within their teams, who want to tap into the collective intelligence in their workforce, and who want to induce efficient decision-making within their organizations. Critical thinking is useful for everyone as it provides you with a set of tools and techniques to enhance your thinking. If you are responsible for solving problems, making innovations, or innovating, this course is for you.

This workshop delivers the benefits of and tools for group-centered decision making. Typically decisions are seen as either 'right' or 'wrong'. Ramiz helps move away from the fear of making 'wrong' decisions and provides a framework for making 'high-quality' decisions. He does this by not only using decision-making tools but also by applying critical 'thinking' skills that eventually and quickly leads to sensible, rational, creative and defensible choices.

Participants will get involved in case studies, observe video clips, engage in training games and use tools to enrich their critical thinking skills and develop confidence to apply decision making tools as productive team members.

## Who Should Attend?

The workshop is applicable for individuals, managers and directors, small and medium business owners, leaders, and senior individual contributors.

## Agenda

- What is a decision? Types of decisions
- The role of processing information in decision making
- Finding alternatives and options to typical decision making dilemmas and isolating decision variables
- Measuring strengths of team members and developing characteristics of good decision makers
- Understanding why teams fail to implement decisions
- Building cooperation before, during and after a decision
- Learning to work with difficult personalities during the decision process
- Having fierce and robust conversations to arrive at implementable decisions
- Seeking inputs from others and building consensus while developing other decision makers in your team
- Appointing champions to implement decisions and building accountability
- Avoiding 'group-think' while making team decisions; courageously facing rebuttals
- The role of emotions in decisions; dealing with stress & fear
- Role of self-control & will power in taking tough decisions with other group members
- Asking the right questions to frame the decision question
- Finding the perfect situation outcome

## WORKSHOP INVESTMENT

**PKR 27,999/-**

per participant

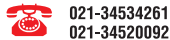
**10% Group Discount** on 2 or more nominees

Fee includes course material, Octara certificate, lunch, refreshments & business networking

### Bring Critical Thinking & Group Decision Making In-house

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact **Jason D'souza** at [jason.bosco@octara.com](mailto:jason.bosco@octara.com) or call at **0332-2422732** for more details.

### 5 Easy Ways to Register



021-34534261  
021-34520092



Octara Private Limited  
2/E-37, Block-6,  
P.E.C.H.S., Karachi.



021-34520708



[register@octara.com](mailto:register@octara.com)



[www.octara.com](http://www.octara.com)

### Payment:

A confirmation letter/e-mail and invoice will be sent upon receipt of your registration.

**Note: Full payment must be received in advance to confirm enrollment.**

Send your cheque in favor of  
"Octara Private Limited"

To: **Muhammad Imran Anwer**

Octara Private Limited

2/E-37, Block-6, P.E.C.H.S., Karachi.

Tel: 021-34534261, 021-34536315, Cell: 0321-2670041

**Velocity SELLING**

**Octara**

# Sales Success Seminar 2012

with the "Buyer Focused" Velocity Selling System

11 October 2012, Marriott Hotel, Karachi | 9:00 am - 5:00 pm

Watch Bob Urlichuck speaking live at: [youtube.com/boburlichuck](http://youtube.com/boburlichuck)

**Bob Urlichuck**  
Best Selling Author, a Velocity Selling Expert who is Globally Sought after as a Sales Trainer and Motivational Speaker

Early registrants will receive a complimentary copy of Bob's highly acclaimed book

Bob Urlichuck's High Impact Seminar will show your team How to Execute the Disciplines of Attracting, Engaging and Empowering the Velocity Selling Cycle to Up Your Bottom Line.

"You got the most skeptical to become believers by day's end - a great achievement!"

**Who should attend?**  
All those who come in direct contact with customers be it from Industrial or Service industries and selling on the retail or corporate level

**BOMBARDIER** Disciplines Competencies Behaviour Attitude

Logistics Partner



Partner



Strategic Partners