



Effective Decision Making

Attain a High Performance Culture with Effective Decision Making

Course Overview:

For leaders to be effective in their organizations, it is essential to develop and hold on to shared principles and guidelines for decision making and priority setting. The 21st century offers today's leader larger opportunities, tougher problems and more complex decisions. "Decision Making" workshop is developed on tactical decision making whereby individuals and project teams, working under conditions of some uncertainty have to evaluate and choose between a number of alternative courses of action.

The workshop is framed to establish criteria, ground rules, methods and procedures for critical decisions. This program addresses complex decision making for today's leader including rational, defensible and accountable decision making under crisis conditions. Effective & timely decision making appropriately addresses all the key factors of the customer and the company. The course agenda will enrich you with valuable behavioral understanding that will enable you to move forward in your professional life through effective decision-making strategies.



Course Facilitator

Ramiz Allawala

Key Benefits

During the program, you will learn to:

- ▶ Define and evaluate decisions.
- ▶ Identify preferred decision making styles.
- ▶ Gain insights into your decision-making preferences.
- ▶ Establish ownership for action, accountability and checkpoints for follow through on critical decisions.
- ▶ Differentiate between known & unknown risks for every decision.
- ▶ Use organizational values to set priorities and guide the decision making process.
- ▶ Gain insights into team decision-making & align team members behind imposed decisions.
- ▶ Commit to exhibiting courage in taking high - quality decisions and to living with fortitude in facing push back as a result of such decisions.

Who Should Attend

Senior Management, Middle management and Business professionals who are involved in the process of critical business decision making that impact others.

P r o g r a m A g e n d a

- ◆ What are the characteristics of good decision makers?
- ◆ What are the reflection points of a good decision?
- ◆ How to make trade - offs between multiple options while making decisions?
- ◆ Overview of decision making methods:
 - ▶ Paired comparison analysis
 - ▶ Grid analysis
 - ▶ Force field analysis
 - ▶ Six thinking hats
- ◆ How to make rational and accountable decisions while working under time and delivery pressures and crisis conditions?
- ◆ How to find solutions for technical problems and issues where team members do not possess sufficient technical expertise?
- ◆ How to distinguish between rumour, belief, opinion and fact?



Guest Appearance: Asad Rafi, Head of CSR, SI3

Asad Rafi, the Head of CSR at SI3, started his vibrant career at IBM, however, unfortunately got diagnosed with Friedrich's Ataxia, an inherited disease that causes progressive disease to the nervous system.

Irrespective of his suffering, Asad strongly believes in facing everyday challenges with a positive frame of mind. He is a voluntary motivational speaker and has been involved in authoring various articles on diversified topics. He is also associated with different NGOs working for the betterment of disabled people. In this session, he will discuss the difficulties he faced and his success in managing a happy lifestyle.

Register Online www.octara.com

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Course Facilitator **Ramiz Allawala**

Ramiz Allawala consults and trains widely on coaching, team - performance, and leadership for hyper-growth organizations. After running businesses in USA and Pakistan, he founded Gulfstone Training, which highly influenced new thoughts and approaches being introduced to business training and changing managerial performance. Ramiz constantly mentors junior and senior business leaders in developing teams, business strategy, and responsive decision making to propel personal and organizational growth beyond imaginable levels.

He offers instant feedback and assessment to his clients by using his unique 'Management-By-Coaching' model that stress the 3-MCs - Managing Culture (creating high Trust), Managing Change (challenging set-piece learning loops), and Managing Commitment (inclusion, assertion and cooperation).

Participants in Ramiz's courses are struck by his intellectual insights, articulation, and practical hands-on approaches that help managers create their own destiny. He pushes participants beyond their limits by exerting themselves and blurs the lines between performance, learning and enjoyment. His workshops are open, non-

dogmatic, and interactive where everyone is challenged to offer differing views, ideas and strategies, since the main focus remains 'do-ability' rather than theory. Discussions always remain frank, focused, candid and clear.

Ramiz has trained participants from Tapal Tea, NIB Bank, GlaxoSmithKline, Engro Chemical Ltd., ABN AMRO Bank, SECP, KAPCO, United Bank Limited, Habib Bank Limited, Abbott Laboratories, British Petroleum, Mobilink, Ufone, The World Bank, Eli Lilly, Berger Paints

Workshop Investment

PKR **9,500/-** per participant

10% Group Discount on 2+ nominees

Course material, Octara certificate, lunch, refreshments & business networking

Registration & Payment Options

- E-mail or Fax your nomination(s) to:
E-mail : register@octara.com
 : octara@gmail.com
Fax : 021-4520708, 021-4546639
- Send us your:
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Registration Note

Participation will be confirmed subject to receipt of payment.

Octara Cancellation Policy

Our Cancellation Policy is activated as soon as an invoice is received by the client. Due to any reason if the client is not able to attend the workshop/conference, they may inform Octara Sales/Finance department in writing within 48hours of the receipt of the invoice. In case of no intimation from your organization we reserve the right to claim the invoiced amount. Cancellations made at least 10 working days prior to the course will be refunded in full. If a booking is cancelled 10 to 7 working days before a course, a Cancellation Fee of 25% of the course fee is payable. For cancellations made within 7 working days, no refunds can be given. Cancellations must be confirmed by letter, fax or email. Substitutions may be made at any time. Notwithstanding the above, delegates may transfer to another course to be run within 12 months.

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Effective Decision Making

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact Muhammad Arif at marif@octara.com or call at 0300-8275091 for more details