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Decision-making

If we translate literally “making a decision” into Spanish, it would be “taking a decision”. It’s not the same as making a decision. This seminar poses a methodology necessary to “build” the right decisions in the business environment. Analyzing the factors that negatively affect “taking a decision” and how to overcome them.

Agustin Argelich is an independent and international consultant in information technologies and communications (ICT). He is telecom engineer. Expert in enterprise’s communications. Board member of the Society of Telecommunications Consultants. For more than 30 years he’s been leading projects of development and deployment of new technologies in different sectors, including high repercussion events, such as the Barcelona ’92 Olympic Games, or others as complex as nuclear power plants.

Humanist activist, promoter of the culture of innovation and continuous improvement, he defends the importance of the integral formation of a person and the need to complete the technical vision with the human one. His courses are based in real experience, fleeing from theoretical and too academic approaches. Recognized speaker in issues related to innovation, motivation and change management regarding ICT technologies and networks. Author of Analyze, Act, Advance about continuous improvement.

OBJETIVES

- Train professionals capable of making efficient and effective decisions.
- Make professionals capable of leading building decision-making processes.
- Teach proactive professionals who promote a culture of continuous improvement and innovation.

ADDRESSED TO

- CEO, C-level, Directors, division directors, heads of department, organization managers, operations managers.
- Consultants.

METHODOLOGY

- Workshops with active student participation. The speaker presents a concept and opens a debate with the students, encouraging collective reflection.
- It facilitates an exhaustive bibliography. It promotes participation in the blog.

PROGRAM

- Differences between “take” and “make”.
 - ✓ What does neurolinguistics teach us?
 - ✓ The importance of the correct use of the language.
 - ✓ What do we tell ourselves?
- Factors that negatively affect to the process of building a decision.
 - ✓ Ideology.
 - ✓ Culture.
 - ✓ Emotions.
 - ✓ Group Dynamics.
 - ✓ Servility.
 - ✓ Perfectionism.
 - ✓ The catastrophic temptation.

- Methodology of a decision “building”.
 - ✓ Detection and acceptance of a problem.
 - ✓ Analysis of the current situation. Advantages and disadvantages.
 - ✓ Analysis of alternatives. The doing nothing option.
 - ✓ Pilot testing.
 - ✓ Deployment.
 - ✓ Monitoring results.
 - ✓ Tuning. Fine tuning.
 - ✓ The servo system. Feedback.
 - ✓ The window of opportunity.
 - ✓ Precipitation.
 - ✓ Procrastination.
- The strategy department.
 - ✓ The important and the non-urgent.
 - ✓ Not ignoring the reality.
 - ✓ Demography.
 - ✓ Social changes.
 - ✓ Technological changes.
 - ✓ Multidisciplinary vision.
 - ✓ Continuous improvement.
- Basic concepts of leadership.
 - ✓ Potests VS Autoritas.
 - ✓ Empathy.
 - ✓ Disciplined collaboration.
 - ✓ Motivation and habits.
 - ✓ Asking.
 - ✓ Communication skills.
 - ✓ In contact with the ground.
 - ✓ External support.

DURATION

One-day seminar, organized in two sessions, morning and afternoon with a working lunch and networking. Or Two on-line 3-hour sessions