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# Decision-Making Framework



Gerard Ibarra, Ph.D.

Ibarra & Associates

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# Gerard Ibarra Business Consulting Course 1.0



## Description

Teaches business owners, executives, and decision makers a framework that consists of a 5-step process for making better decisions. The framework is repeatable, reliable, and consistent. And upon completion of the course, leaders will be able to navigate through decisions that are difficult to make, and/or have multiple alternatives to select from, and choose the most effective decision based on quantitative and qualitative analysis for the overall betterment of the company.

## The Individuals Will

- ✓ Learn about System 1 & 2 Thinking, Needs, Wants and Emotions, Decision Traps, Heuristics, Cognitive Control and Value Base Decision-making, Somatic Markers, Prospect Theory, Systems, Systems of Systems, Systems Thinking, and Requirements.
- ✓ Understand how to validate and verify one's need, identify what might be confused as a false need, and recognize white noise in their decision criteria.
- ✓ Go through in detail specifics about the P2MODE (Parts, Process, Maintenance and Operational Costs, Disposal, and Emotions) which is the trademark of the framework.
- ✓ Experience fully an example problem for making decisions. Leaders will see how to create the base items needed to make a decision, quantify each item which includes one's emotions, calculate each of the item's scores, find the base's total score, determine what are the alternatives, compare the alternatives against the base and each other, and in the end, select the most effective solution.

## "Decision-Making Framework"



## Suggested Students

Executives, Decision Makers, Trainers, Managers, and Business Owners

## Deliverables

This is a two-day live **hands-on course** with two additional half day follow ups. A hard copy of *Good Decisions, Better Outcomes: A Simple Five-Step Process to Help You Make Important and Difficult Decisions with Confidence and Clarity* is included. Furthermore, all slides used for the workshop shall be provided to the students. Lastly, individuals will receive a workbook with example problems for use in class.

## Requirements

- Laptop or other computing device
- Spreadsheet software such as Excel or Google Sheets
- Minimum of four students and maximum of twenty—negotiable
- Commit a full day from 8:00 a.m. to 5:00 p.m. with a half-hour lunch and four ten-minute breaks
- Commit to a morning and afternoon from 8:00 to 3:30 p.m. with a half-hour lunch and three ten-minute breaks

