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# Make Better Decisions



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# Gerard Ibarra Business Consulting Course 2.0



## Description

Provides insight into how individuals make decisions, why they might make bad decisions, and how can they make better decisions.

## The Individuals Will

- ✓ Discern the difference between Needs, Wants, and Emotions.
- ✓ Learn about Heuristics, Cognitive Control, and Value Base Decision-making.
- ✓ Discover what are “inefficient decisions.”
- ✓ Understand the meaning of Systems 1 & 2 Thinking, System and Long-term thinking.

## “Making Better Decisions”



## Suggested Students

Managers, Trainers, and Employees that report to the managers

## Deliverables

This is a half day course with up to one month of email or phone support. A paperback copy of *Good Decisions, Better Outcomes: A Simple Five-Step Process to Help You Make Important and Difficult Decisions with Confidence and Clarity*, is also included.

## Requirements

- Maximum per class is 20 individuals—negotiable
- Commit a half-day, 4.50 hours with two 15-minute breaks

