

# Courses Offered (05/31/21)

Course	Suggested Students	Description	Deliverables
Decision-making Framework	Executives, Decision Makers, Trainers	<p>Teaches individuals 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, individuals will be able to navigate through decisions that are difficult to make or have multiple alternatives to select from, and make the most effective decision based on quantitative and qualitative analysis.</p> <p>The individuals will:</p> <ul style="list-style-type: none"> <li>• Learn about System 1 &amp; 2 Thinking, Needs, Wants and Emotions, Decision Traps, Heuristics, Cognitive Control and Value Base Decision-making, Somatic Markers, Systems, Systems of Systems, Systems Thinking, and Prospect Theory.</li> <li>• 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.</li> <li>• Go through in detail specifics about the P2MODE (Parts, Process, Maintenance and Operational Costs, Disposal, and Emotions) which is the trademark of the framework.</li> <li>• Experience fully an example problem for making decisions. Individuals 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.</li> </ul>	<p>This is a two-day course with three half-day follow ups. One per quarter. The course also includes email or live telephone support for one year. The maximum per class is 10 individuals. A hard copy of <i>Good Decisions, Better Outcomes</i> is also included.</p>
Making Better Decisions	Managers, Trainers, and Employees that report to the managers	<p>Provides insight into how individuals make decisions, why they might make bad decisions, and how can they make better decisions.</p> <p>The individuals will:</p> <ul style="list-style-type: none"> <li>• Discern the difference between Needs, Wants, and Emotions.</li> <li>• Learn about Heuristics, Cognitive Control, and Value Base Decision-making.</li> <li>• Discover what are "inefficient decisions."</li> <li>• Understand the meaning of Systems 1 &amp; 2 Thinking, System and Long-term thinking.</li> </ul>	<p>This is a half day course with up to one month of email or phone support. Maximum per class is 20 individuals. A paperback copy of <i>Good Decisions, Better Outcomes</i> is also included.</p>
Value of Time	Trainers and All Employees	<p>Provide insight in how to manage one's time more effectively. The individuals will learn about Systems 1 &amp; 2 Thinking, planning, and the most optimal time to perform certain tasks.</p>	<p>This is a 90-minute course. Maximum per class is 20 individuals. Copies of <i>Good Decisions, Better Outcomes</i> can be negotiated based on bulk pricing.</p>

