

Integral Decision Management IDM™ - basic

1 day course

This one day course enables to introduce the key methods and tools of IDM methodology to gain confidence in the decision making processes. During the course the IDM stages will be revised, understanding the objectives of each stage and the complete process value. It is designed for teams that evaluate investment decisions, business strategies and key projects which objective is creating value for the organization. The best practices for Integral Decision Management are introduced here with a focus on solving multifunctional ambiguities and directly facing uncertainty and relevant risks. Participants will examine the decision analysis concepts, will discuss when to use the process and will learn how to interpret the IDM results to reach their business objectives.

IDM™ methodology developed by Decision Strategies Inc is used in numerous companies of Fortune 500 in USA and Europe with excellent results.

At the end of the course attendees will be able to

- Focus in decision making from a methodic and collaborative process perspective.
- Clarify the objectives and the strategic situation.
- Develop creative alternatives for each project.
- Understand the uncertainty impact and develop the key insights.
- Generate consensus and create commitment in the implementation.

It is directed to

- Members of teams analyzing projects and investments.
- Decision teams leaders for specific projects.
- Business units or functional areas directors.
- People that give analytical support to the decision teams.

Course content

Decision process

- Global exercise on the decisions methodology.
- Traditional approach vs. the collaborative decision process.
- Types of decisions and different solutions.

Clarification of the opportunity

- Clarification of the problem. Opportunity Detection.
- Alignment of group and organization objectives.
- Objectives hierarchy.

Framing

- Generation of alternatives from the objectives. Strategies map.
- Understanding uncertainty. Influence diagrams.
- Framing tools. Decision trees.

Evaluation and Agreement

- The relevant information. Decision with incomplete information.
- The structured dialogue of the process.
- Commitment and Communication.