

# Integral Decisions Management IDM™ intermediate

2 days workshop

This two days workshop allows the incorporation of key tools of the collaborative methodology IDM™ for all those individuals generating and evaluating key decision proposals in business situations. The execution of decision collaborative processes will be introduced giving a detailed revision of the different IDM stages as well as the main techniques and tools that help decision teams to gain quality, security and efficiency in making decisions. The attendees will examine the decision analysis concepts, will discuss when to use which methodologies, will learn how to analyze and interpret the results to reach their business objectives.

An interactive format is promoted using case studies to show the tools application, offer a general vision of the process and demonstrate the functionality of the different roles. In addition, the key attributes of “the quality in decision making” are introduced in this module to ensure the development of the different stages in a both creative and rigorous way through the process.

*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

- Define roles and responsibilities in each stage.
- Understand the team behavior dynamics and optimize them.
- Avoid the mistakes that most commonly lead to the decisions failure.
- Clarify the objectives and the strategic decision.
- Develop creative alternatives for each project.
- Design an evaluation model to compare strategies.
- Analyze and mitigate the risk implied in each alternative.  
Properly document the decision support information.
- Generate consensus and reach an agreement between the parties.
- Create commitment during the implementation.

It is directed to

The workshop is designed for those individuals and teams willing to incorporate the processes and the best practices for the decisions analysis. The objective is to train the attendees to be able to make decisions in an efficient way. Ours experienced facilitators enable to focus on the content and the creativity of the process.

- People that work with projects and investments analysis.
- Leaders of decision teams for specific projects.
- Business units or functional areas directors.
- Technical experts giving analytical support to the decision teams.
- People responsible of tactical decision making and of supervising operative decisions.
- Executives and participants in the analysis of complex decisions.
- People working in the planning or implementation of projects arisen from complex and strategic decisions.

## Course content

### **The decision process**

- Traditional approach vs. collaborative decision process.
- The collaborative decision process.
- When to apply the process. How to adapt the process to each need.
- Biases, ambiguity and uncertainty problem.

### **Diagnosis and Framing**

- Problem Clarification. Opportunity Detection.
- Objectives alignment and hierarchy. Group and organization criteria.
- Decision focus and scope. Decisions hierarchy.
- Generation of alternatives from objectives: strategies maps.
- Understanding inherent uncertainty. Influence diagrams.
- Framing tools. Decision trees.

### **Evaluation & Agreement**

- Relevant information. Decision with incomplete information.
- Stochastic Models and Simulation Models.
- Sensitivity Analysis. Measuring risk level.
- Interpretation of Cumulative probability curves to compare alternatives.
- Development of Contingency Plans.

### **Leading a decision team**

- Design of a team in agreement with the decision making roles.
- Link with Project Management.
- Quality in decision making.