

# Continuing and Professional Education



The Art & Science of Sound Decision Making is an activity-based one day program that provides the foundations of decision making strategies and the practical tools that improve outcomes.

Learn to how to apply the “WRAP” process developed by Chip & Dan Heath

Acquire a deeper understanding of the organizational and human dimensions of decision making, while also developing an understanding of ways in which decision making effectiveness can be improved in organizational environments

Attend The Art & Science of Sound Decision Making to learn:

- Making Decisions - Art and Science?
- Villains of Decision Making
- Methodology
- Organizational Decision Factors
- Group Decision Making

## Presented By Jeffrey Leventry

Principal, Seventeen Gorman Advisors Talent Management

Leadership & Management Development, Organizational Development Facilitator

Adjunct Faculty - The College of New Jersey School of Business

Strategic Management Capstone Course Negotiation Skills Course

Former Senior Vice President & Director of Learning & Development for international global reinsurance broker



QUESTIONS?

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## Why Learn about Sound Decision Making?

In today's business world, professionals at all levels are required to make sound business decisions on a routine basis as part of their role in the organization. Those who consistently make good decisions that yield optimal outcomes, raise their profile and add value to their firm.

## Why TCNJ Sound Decision Making?

TCNJ believes class size impacts your educational experience. We limit this class to 10 participants to ensure a quality experience for our students.

This workshop focuses on examining factors that move decision making away from a purely rational process by examining how individual, group, and organizational factors may influence the decision making process. The goal is for you to come away with a deeper understanding of the organizational and human dimensions of decision making, while also developing an understanding of ways in which decision making effectiveness can be improved in organizational environments by applying the "WRAP" process.

## Who should attend?

This program is equally applicable to individual contributors and managers / leaders who are responsible for making both tactical and strategic decisions. You will leave the workshop with the tools to immediately apply what you learned (including new approaches and strategies) to improve decision making performance.

## What will I learn?

- Understand the "four villains" that prevent us from making optimal decisions.
- Apply the four-step decision-making process ("WRAP") originated by Chip & Dan Heath to make better decisions

## Workshop Fees:

\$375.00 per person

\$350.00 TCNJ alumni

Group/Corporate fee available 4 or more

Fee Includes

Course Materials

Refreshments

Parking

Certificate of Completion

Post -Workshop Assistance

## On Line Registration at

<https://tinyurl.com/tcnjDECISION>

## TCNJ Continuing and Professional Education

Professional development and continuing education is a partnership with TCNJ faculty and deans to ensure quality programs. To learn about all our programs please visit:

<https://cpe.tcnj.edu/>



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