



THE SECRET TO SUCCESSFUL DECISION MAKING IN A MATRIX

Making solid business decisions is one of the most important activities for leaders. Determining when and who to involve in decisions can be challenging in a complex, matrix business environment. However, involving key stakeholders in decisions has important implications for high-impact decision making and relationships with matrix partners.

Objectives

- ① **Learn three best practices** to involve people in decisions
- ② **Use three criteria** to select the best approach
- ③ **Recognize** when each approach is most effective in a matrix environment





AGENDA

- **Factors that determine** decision style and decision success
- **Three primary decision styles**
- **The decision model:** Choosing the best approach
- **Guidelines for diagnosing** a decision situation
- **Application exercise:** Case studies – How would you handle it?
- **Clarify** personal decision style

Target Audience

- Experienced Managers
- New Employees
- Project Managers
- New Leaders and Managers

