



# RAPID DECISION MAKING

## COURSE OVERVIEW

**Whitewater Decision Making:** A simulation helps learners experience how rapid decision making differs from “standard” decision making. Learners discuss the connection between the rapid decisions they make on the job and their organizations’ objectives.

**About Standard Decision Making:** Learners become familiar with the “universal” steps of the standard decision-making process—what classically must be done in order to make an important decision with high quality. They discuss common pitfalls to applying this standard approach to situations requiring a rapid decision.

## LEARNING OBJECTIVE

- **The RAPID Approach:** The facilitator teaches an easy-to-remember approach for situations requiring rapid decision making—Reduce, Approximate, Pick or park, Interpret intuition and intangibles, and Drive. Learners discuss how to overlay this approach onto the standard decision-making model. Teams of learners then participate in a competitive, board-game activity that cements the concepts.
- **TRY Test for RAPID:** Another easy-to-remember technique is presented for determining if a rapid decision is appropriate in a given situation—consideration of Time, Risk, and whether it’s Your call. After viewing a video case study, learners use the TRY test to determine if it is appropriate to accelerate the required decision. They then participate in a second round of the board-game activity.
- **Putting RAPID to Work for You:** The RAPID Decision Guide is presented to help learners focus their decision-making efforts. A final activity has them apply course concepts to real-life situations.

## VIDEO SEGMENT SUMMARIES

- Individuals display different tendencies in approaching a rapid decision opportunity.
- A decision maker balances his decision-making tendencies.
- A leader gets an unexpected opportunity to make a rapid decision.

## COURSE DETAILS

- **Target audience:** Informal and formal leaders at all levels.
- **Course length:** 3 hours, 30 minutes. Course can be lengthened with optional activities.
- **Facilitator certification:** DDI-certified facilitator required.
- **Prerequisites:** None.
- **Series:** Suitable for all environments. Practice case studies (with video examples) include office and manufacturing situations.
- **Group size:** 8 to 16 people.
- **Pework:** No.



## **RELATED COURSES**

- Improving Personal Productivity
- Making Effective Decisions
- Problem Analysis and Decision Making (for mid- to senior-level leaders)