



# THE SCIENCE OF DECISION MAKING

DECISION MAKING UNDER PRESSURE



The **'Science of Decision Making'** workshop has been created to help diverse groups of people, including local government councillors, boards of directors, and executive and senior leadership teams, enhance their individual and collective decision-making.

### WHO IS THIS FOR

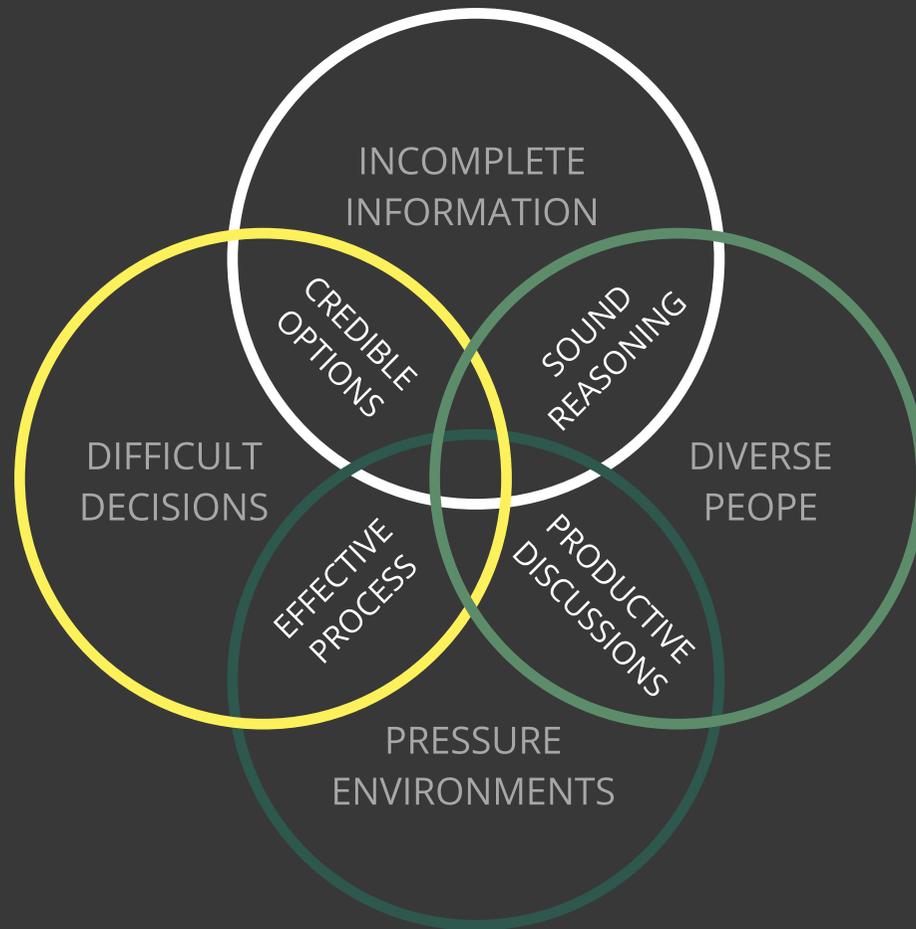
- Councillors in local government looking to improve group dynamics and collective decision-making
- Boards of directors wanting to reduce risk and improve outcomes
- Executive Leadership Teams and other advisors who want to provide better briefings to decision-making groups such as councillors and boards
- Leaders who want to develop next-level decision-making and decision-advisory skills within their teams

### WHAT IS COVERED

- The scientifically proven principles of a great decision-making process
- Appropriate decision-making strategies for different types of decisions
- The environmental conditions that support effective decision-making
- The cognitive biases that undermine our thinking
- A rigorous approach to identifying, comparing, and assessing diverse options
- The power of diversity in decision-making groups and how to make the most of it

### BENEFITS & OUTCOMES

- Reduced interpersonal conflict within diverse decision-making groups
- Improved transparency and accountability through an easy to follow process
- Consistently better decision-making outcomes



## THE SCIENCE OF DECISION MAKING FRAMEWORK

Great decision-making, just like great science, is focused on the quality and consistency of the process.

At its core sound decision-making needs to start with a clear and mutually agreed-upon objective. It requires a methodology for identifying credible options to be considered and a transparent and effective process for comparing these options against each other.

At the same time it needs to allow for the diverse beliefs, knowledge and expertise of individual decision-makers and set an expectation of respectful and productive discussion. Finally it needs to promote critical thinking skills to help overcome the cognitive biases and logical fallacies that can undermine collective reasoning.

## WORKSHOP DETAILS

The Science of Decision Making workshop can be conducted in various formats, ranging from half a day to two days. It can also be presented as a shorter (one hour or less) presentation or keynote for conferences and multi-presenter events. Below is a sample of a two-day workshop format, but all workshops are co-designed with the client to reflect their specific needs.

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### DAY 1 (DECISION MAKING IN THEORY)

60% theory, 40% application

#### MORNING

- Welcome
- What gets in the way of good decision making
- An introduction to *The Science of Decision-Making* framework
- Establish the ground rules for a good decision-making workshop

#### AFTERNOON

- Using the right decision-making strategy
- Identify credible options
- Establish an effective and transparent decision-making framework

### DAY 2 (DECISION MAKING IN ACTION)

20% theory, 80% application

#### MORNING

- Use the decision-making framework to compare and prioritise options

#### AFTERNOON

- Complete the comparison and prioritisation activity
- Application beyond the workshop
- Commitment and next steps
- Close

## ABOUT SIMON

15 years ago, Simon was one of the founding members of Rio Tinto Iron Ore's internal scenario planning team. The team was tasked with developing long-range scenarios to help the leadership team understand global iron ore demand over 10+ year time horizons. This information was used to guide billion-dollar investment decisions, including the construction of new mines, railroads and port facilities.

Over the last decade, Simon has applied his extensive real-world experience in scenario planning and futures thinking to become one of Australia's leading strategists and a sought-after conference speaker. Along the way, he has also worked with countless business leaders to address their significant business challenges and help them make better big decisions.

Simon also recently published his third book, *The Scenario Planning Guide: How Scenario Planning Can Be Used to Align Thinking, Stimulate Ideas, and Overcome the Inertia of Uncertainty*.

## TESTIMONIAL

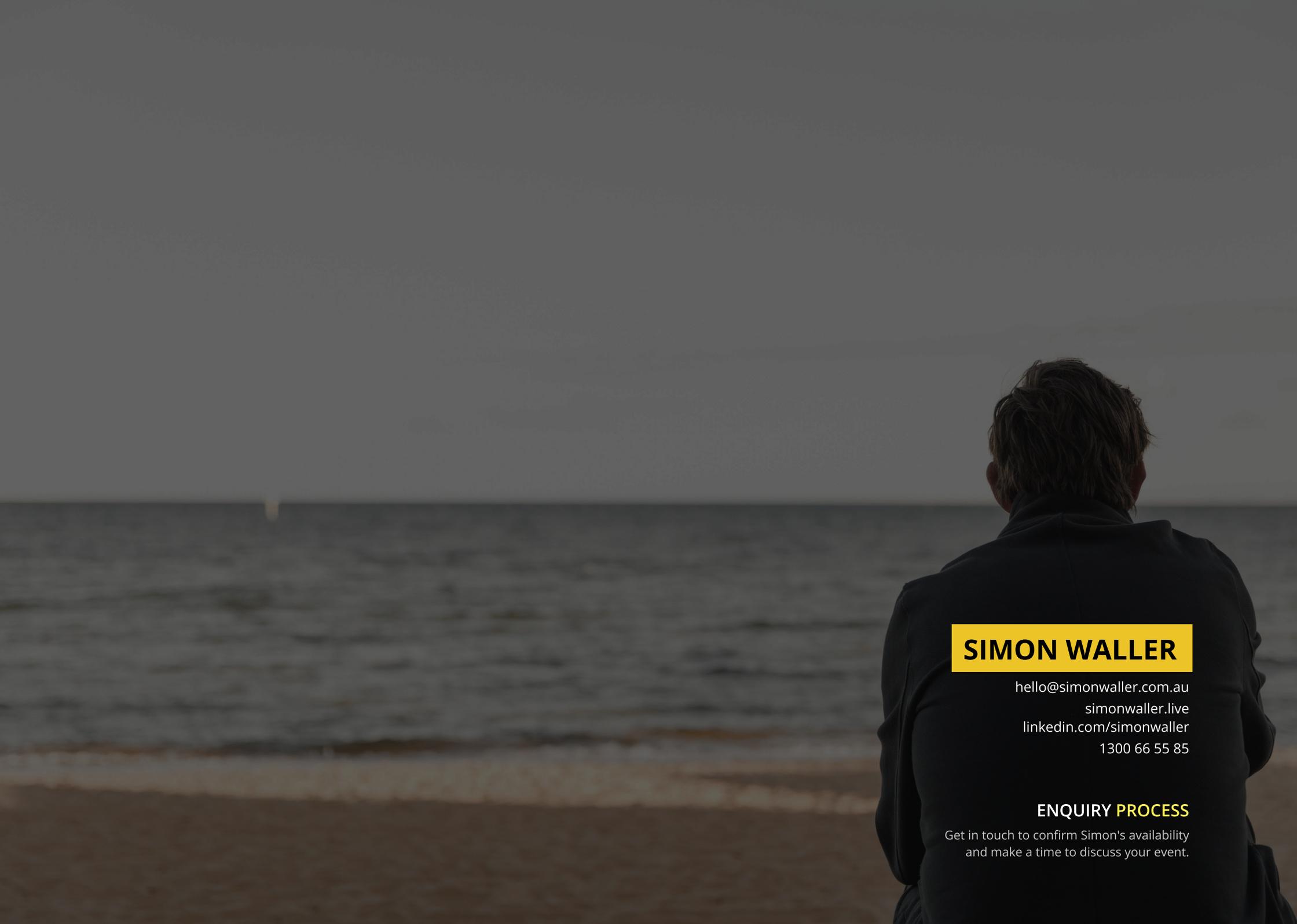
“

I would happily recommend Simon if you are looking for someone who will encourage you to expand your imagination, to get you thinking on another level, to consider new ideas, to think outside the box. Simon is engaging, interactive, and challenges your way of thinking. He is professional and creative, down-to-earth, and a likeable character who will help you get to where you need to be. ”

**ANNEMARIE MCCABE**

Chair, My Community Library  
Mayor, Baw Baw Shire Council



A person is seen from behind, sitting on a sandy beach and looking out at the ocean. The sky is a uniform, dark grey, suggesting a cloudy or overcast day. The water is dark with some white foam from waves breaking near the shore. The person is wearing a dark jacket. A yellow rectangular box is overlaid on the right side of the image, containing contact information.

## **SIMON WALLER**

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### **ENQUIRY PROCESS**

Get in touch to confirm Simon's availability  
and make a time to discuss your event.