

Madras Management Association – Konrad Adenauer Stiftung  
present one day workshop on

# Decision Making Imperatives in a Dynamic Corporate Environment

**Date**

Wednesday, 31 January 2018

**Timing**

10.00 am to 5.00 pm

**Facilitator**

Mr M S Krishna Rao  
Corporate Trainer

**Venue**

Madras Management Association  
21/11, 3rd Cross Street, Seethammal Extn, Teynampet, Chennai – 18

## Objective



The success of a corporate manager in a dynamic business enterprise is often determined by his ability to think “rationally and take quick but correct decisions”. Rational thinking, as commonly understood, means to set aside irrelevant factors, personal benefits and interests and decide impartially. But is a corporate manager equipped to do this within a limited

time-frame? The importance of accurate Decision Making in organizations is finally being given the recognition it deserves. This program aims to present the main factors that influence corporate decision making.

## Overview

After equipping the participants with the relevant knowledge on decision making, the workshop will provide them with decision making strategies and how to guard against flaw and prejudices that normally cloud the mind of the decision maker.

The program would cover:

- ❖ Introduction to the factors influencing decision making.



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- ❖ Improving decision making
- ❖ Avoiding personal biases, preferences and interests
- ❖ Enhancing creativity in decision making
- ❖ Choosing between various options
- ❖ Psychological motivation – Protecting one’s Ego being the last priority.

The above decision making imperatives are demonstrated through:

- ❖ Actual experiences
- ❖ Decision making simulations
- ❖ Case analyses – practical decision making challenges faced by the participants in their workplace.
- ❖ Group Discussions.
- ❖ THE DECISION MAKING WHEEL – experiential tasks and activities designed to make the decision making process simple to the audience.



takeaways for the participants:

- Understanding how choices are made in a corporate environment
- Explore how to implement your experiences in actual situations
- Detect what might interfere with attaining goals
- Experiment with alternatives in decision making
- Understanding how personal biases influence decision making and how to avoid them
- Realizing how the decision affects the decision maker and others
- Accepting responsibility for wrong decisions
- Guiding others in decision making – and how not to decide for others.

## **FOR WHOM:**

- This program is designed for entry to mid level managers and supervisors from all industries who wish to acquire Decision-Making competency and become familiar with its practices.
- Professionals in the areas of Human Resources, Project Management, IT, Communications, Training, Sales, Marketing, and Customer Service will also find participating in this workshop particularly valuable.

## **Facilitator Profile:**

M.S. Krishna Rao is a Certified Corporate Trainer from M/s. ZEAL and Indo-Russian Academy of Training & Development, Chennai. He has undergone the 'Train The Trainers' program conducted by Dr. M. Rajan, Founder of ZEAL. He also holds a Certification in 'Outbound Training', issued by Leopard-Hill Global Learning, LLC, USA. He conducts outdoor experiential training programs to corporate executives, in resorts in Chennai, Hyderabad and in Bangalore.

He is a lawyer and is in the profession for more than two decades and has also worked in law firms abroad, in Kenya and in the Kingdom of Bahrain. This long standing experience enables him to understand the soft and hard skill training needs for executives in organizations engaged in the business of manufacturing, finance, real estate and property development, trading, software, IT and ITES and outsourcing companies.

He currently conducts training in a wide variety of soft skills and gives lectures on legal topics to companies and educational institutions. He has conducted personality development classes to large audiences. He holds one-to-one coaching classes to senior executives who wish to perfect their marketing communication, public speaking, presentation skills.

His clients include nationalized banks, State and Central Govt., undertakings and organizations and private sector companies.

He also conducts public workshops on Legal and Psychological topics to create awareness among the masses. He is an active member of MMA and Hyderabad Management Association.

## **Fee Details:**

Special discounted fee for MMA members – **Rs.1,800/- per participant (Inclusive of GST) for MMA members.**

**Participation fee – Rs.2,500/-- + GST 18% per participant**

The fee includes Workshop Kit and Lunch.

The cheque/DD to be drawn in favour of **“Madras Management Association” payable** at Chennai.

Prior registration is necessary. The fee once paid will not be refunded; change in nomination from same organization will be permitted.

For Registration kindly send us participants **Name, Designation, Organisation, Contact No and Email id.**

Look forward to the pleasure of receiving your nominations at the earliest.

Thanks & Regards

**Gp Capt R Vijayakumar, VSM**  
**Executive Director**  
**Madras Management Association**  
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