

## **Strategic Decision Making: Driving Positive Outcomes for Directors and Their Trusted Advisors**

### **Summary**

Strategic decision-making is the primary and most critical role of all Directors. These are often complex “bet the company” decisions. Directors and their Trusted Advisors must have the necessary skills and insights, and use a rational, proven framework to make good decisions. This case study based program, part of CSBI’s series on Strategic Decision Making, is designed to provide a practical framework to aid Directors in their decision-making responsibilities.

### **Learning Objectives**

In this program, Directors and their Trusted Advisors will learn to:

- Understand the four key responsibilities of any Board
- Differentiate planning from budgeting
- Understand the real meaning of Corporate Vision
- Understand the strategic decision making framework
- Cut through the fog of decision making: the key questions
- Manage the professionals involved in decision support
- Deal with the broader business implications

### **Program Content**

Each CSBI program is tailored to the specific risks and training needs of Board Members and Board Advisors. Possible topics include:

- The difference between strategy and tactics
- Reduction of complexity - The McKinsey Way
- Competitive positioning
- Evaluating the strengths and weaknesses of the organization
- Identifying and analyzing opportunities and threats
- Understanding regulatory, political and technological pressures
- Shareholder and stakeholder considerations
- The role of Board members and executive management
- Managing the stages of the process
- Making things happen: how to foster a culture of urgency and accountability

### **Instructional Method, Program Length and Continuing Education Credits**

This program utilizes a combination of lecture, facilitated discussion and short exercises. The suggested length is one full day. Summary programs and Webinars are planned for one or two hours in length. Actual program content and length is tailored to the unique needs of each client, and is determined in planning conversations with the client. In accordance with the standards of the National Registry of CPE Sponsors CPE credits will be granted based on a 50-minute hour.

<b>Program Level:</b>	Advanced
<b>Prerequisites:</b>	None
<b>Advance Preparation:</b>	None
<b>Deliver Method:</b>	Group-Live or Internet-Based Webinar
<b>Field of Study:</b>	Specialized Knowledge and Applications
<b>Recommended CPE Credits:</b>	1 to 8 credits, depending on actual tailored program length