



Managerial Decision Making Leadership: The Essential Pocket Strategy Book

Caroline Wang

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The modern manager faces a bewildering range of challenges every single day. Their ability to make critical decisions, often under pressure, can directly determine the future success of the company and their career. It is therefore surprising that so few managers take the time to learn the art of decision making. In this groundbreaking book from Caroline Wang, readers will learn that quality decision making is a competence that can be acquired according to a simple framework. The framework is practical and easy-to-remember, consisting of two acronyms: GPA and IPO.

GPA for decision content quality (Goal, Priority, Alternatives); and IPO for decision process quality (Information, People, Objective reasoning). The book places emphasis on leading a team to make decisions, even though the framework can be used for personal and individual decisions.

By using this common decision-making framework, managers and leaders will gain credibility and team support for the decision, will confidently articulate, promote, and defend the decision, and will have made the necessary preparations for successful implementation when the decision-making process is complete.

This proven framework from one of Asia's most dynamic leadership experts will improve the quality of your decisions and change the way you do business.

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