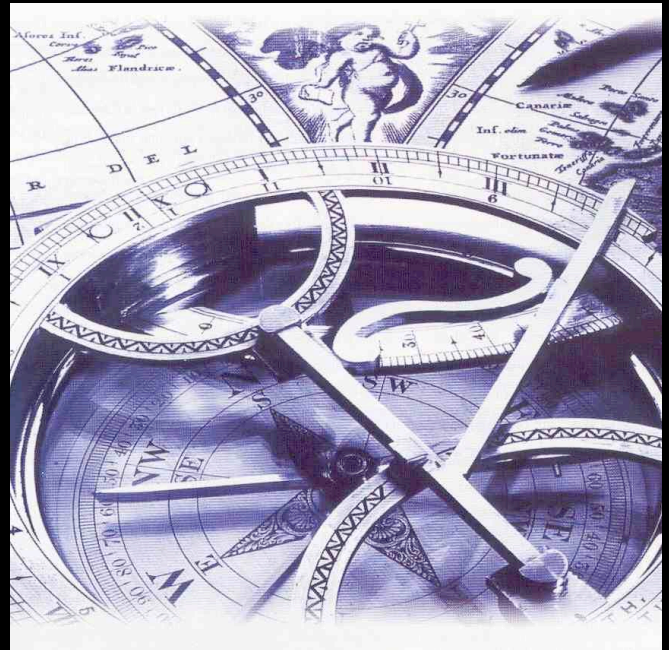


Wise Decision Making

“How to make better decisions in times of ambiguity and dilemma”



A one-Day Workshop to Deepen Your Decision Strategies for Sustainable Enterprise

- ◆ Discover the meaning of *wise leadership*
- ◆ Appreciate the definition of *dilemma* in logic and decision making
- ◆ Identify the *neuropsychological* correlates of predictably *irrational* decisions
- ◆ Understand wisdom as a *three-dimensional personality* framework
- ◆ Explore the meaning of *dilemma* in a business scenario
- ◆ Practice moral decision making
- ◆ Recognize the signs of *toxic leadership*
- ◆ Review the field of *Behavioural Economics* for evidence of your own in-built biases in decision making
- ◆ Evaluate your scores on the LBS (Life Beliefs Survey)
- ◆ Explore the value of values in behaviour and organisational culture
- ◆ Practice applying the *Berlin Wisdom Paradigm*
- ◆ Experience the *5 Steps of change*
- ◆ Examine the *Big Assumptions* you make in approaching change
- ◆ Recognize which values drive you with reference to your profile on the MVPI© (Motives, Values, and Preferences Inventory)
- ◆ Understand the *Balance Theory of Wisdom*
- ◆ Apply the *Wisdom Compass* for transforming dilemmas in business and life
- ◆ Identify what makes decisions or actions in your life either wise or foolish
- ◆ Practice *intentional wisdom* in discerning, deciding, and acting for the *common good*

Why Wisdom?

“As a leader it’s not enough just to be smart anymore. Every decision carries the seeds of unintended consequences.

In recent times we have witnessed decisions to go to war, decisions to lend beyond the borrower’s ability to repay, decisions to harvest beyond the soil’s capacity to regenerate, decisions to price revenue above community sustainability, and decisions to segregate economic production from climate effects.

Now, more than any other time in human history, a single decision can impact the planet.

What’s needed is a new kind of leader. One who can build positive human relationships within sustainable organisations. One who can strive to reach the common good in all decisions.

We need wise leaders. And we need them now!”

Peter Webb, *Intentional Wisdom* (2008)



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Peter Webb

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Master Coach, Leadership Psychologist, Consultant and Author, Principal of Sydney-based consultancy **ITC** Pty Ltd., specializing in wisdom in leadership effectiveness in the Asia-Pacific Region. He is also an Associate Program Director at the Mt Eliza Executive Education Centre - part of Melbourne Business School, and an invited lecturer in Coaching in Organisations at the University of Sydney Coaching Psychology Unit.

More about Peter Webb at: www.intentionalwisdom.com

“Peter Webb brings us a stellar review of the wisdom literature and how he is applying this work in his coaching practice. He shares his passionate belief in the urgent need for wiser leaders to address the challenging issues of our time and offers two models coaches can use to bring forth greater wisdom in their clients”

D.B. Drake, D. Brennan, and K. Görtz (Eds.) (2008), *The Philosophy and Practice of Coaching: Insights and Issues for a New Era* (pp. xxi-xxii), San Francisco, CA: Jossey-Bass.

Description

The WDM (Wise Decision Making) program is a one-day experiential workshop designed to enhance decision making skill when confronted with *dilemmas* in business and life.

Before the workshop participants complete the **MVPI**® (Motives, Values, and Preferences Inventory) http://www.intentional.com.au/docs/1_page_mvpi.pdf, and the **LBS** (Life Beliefs Survey).

Individual reports are handed out on the day and referred to during the workshop.

Fees

All inclusive indicative fee: **A\$7,000** (+ GST) for 10 participants

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What is Wisdom in Leadership?

Wisdom is an ancient topic. Yet the study of wisdom in psychology is quite recent.

Wisdom is defined as “a high level system of knowledge and frameworks that helps individuals make difficult decisions about the meaning and conduct of life”.

Wisdom may be considered: (1) a system of expert knowledge, (2) a property of a person, (3) an interaction between person, task, and situation.

Wise leadership involves synthesizing intelligence (both academic and practical), creativity (skills and attitudes), and wisdom (balancing interests and responses, moderated by values, in pursuit of a common good) to achieve wise outcomes for all possible stakeholders.

Wise decision making is a pathway along which the leader takes into account: *Self-awareness* (the individual executive); *Family awareness* (the person’s nuclear and families of origin); *Group awareness* (the group with whom he or she works most closely); *Organisation awareness* (the organisation that the executive leads); *Situational awareness* (the complex situation that the leader faces at any point in time), and; *Moral and ethical awareness* (the moral and value lenses that often unconsciously influence the behaviour of the leader).

Wise leadership emerges as a result of *discernment* (a combination of rational and intuitive perception), *decision making* (time frame, perspective, planning), and *action* (implementation) linked dynamically and interactively with each other through *experience*, *feedback*, and *evaluation*.

Applying wisdom in leadership is about making the leader’s implicit *wisdom resources* more explicit in the form of a personal “compass” which may be harnessed to make deliberately wise decisions in the service of a common good.

Peter Webb, *Coaching for Wisdom: Enabling Wise Decisions* (2008)