

# Discovering the Win!

## Collaborative Decision Making

**Description:** Many decisions are made in a competitive, win-lose environment. This results in the one who can most effectively convince others that he or she is right determining the solutions to many problems. Alternatively, others practice compromise. This provides piecemeal outcomes that leave those participating in the decision making process strangely satisfied and dissatisfied. Collaboration focuses on the best outcome. When the approach shifts from “how to win” to “how to best solve the problem” collaboration occurs. This course directs participants through the process of becoming collaborative, resulting in the capacity to discover the win for the individual, team, and organization when decisions are made.

### Outline:

- Evaluate collaboration as a decision making model
- Clarify the power of collaboration
- Identify the values that support collaboration
- Understand your personal approach to collaboration
- Define the environment that supports collaboration
- Overcome defensive routines
- Make the connection between time, interaction, and process
- Learn skills that promote collaboration

### Objectives:

- Practice collaborative decision making
- Discover innovative solutions to challenges
- Adopt the values that support collaboration
- Personally commit to collaborate with your team
- Create a climate of collaboration
- Invest in discovering the best outcome
- Utilize processes and skills that lead to collaboration
- Make better decisions