

Eliminate Blind Spots in Decision-Making, Overcome Development Bottleneck

PROGRAM OVERVIEW:

Business studies, including leadership, assume that participants can study, judge and execute with no problem. However, human nature and later development can interfere with any part of the internal process. Therefore, at times of development bottleneck, decision makers also need to be aware of the blind spots in their decision-making while looking into strategy and marketing administration -- we may not or may not want to see what we ought to. Subsequently, we will not be able to utilize full resources and opportunities. In addition, being able to identify others' blind spots swiftly helps to find more resources and overcome development bottleneck.

Decision-making is beginning of every action, and determines the rise and fall of businesses as well as the decision-makers. In addition, a good decision needs enough time and energy for execution. And the success won't be complete if the decision makers cannot enjoy their success.

KEY BENEFIT:

1. This course aims at helping participants step out of common thinking, sharpen insights into self, and optimize self management and decision-making quality.
2. Identify others' blind spots quickly, and identify more opportunities and resources;
3. Lead team better, and overcome development bottleneck.

WHO SHOULD ATTEND?

1. Leaders and executives in general management, finance, marketing, law, IT, product development, processing and manufacturing and others.
2. It will be particularly valuable to those who long to overcome development bottleneck; who are facing major challenges; and who desire to restore peak performance, or recover quickly from burnout.

COURSE DURATION: 2-3 days

PROGRAM OUTLINE:

A. Definition of Blind Spots in Decision-Making

Share personal successes and failures;

B. Common Causes of Blind Spots in Decision-Making

1. Human nature
2. Human development
3. Fragility of decision-making hardware-- human mind and body

C. Prevent Blind Spots in Decision-Making

1. Build a happy inner self, and prevent information reconstruction;
2. Sharpen insight into self, eliminate improper standards and beliefs;
3. Strengthen thinking flexibility;
4. Enhance sensitivity to new idea and resource;
5. Ensure decision-making hardware function efficiently;

D. Eliminate Blind Spots in Decision-making

1. Eliminate blind spots in decision-making process
 - Goal
 - Priority
 - Information
 - Alternatives
 - Objective Reasoning and Evaluation
2. Eliminate blind spots by self-;
3. Issues with using out-sources
4. Common blind spots in investment and administration

E. Know Others Quickly:

1. Identify others' blind spots and habits quickly;
2. Improve communication efficiency;
3. Overcome obstacles to motivations;
4. Optimize team's learning efficiency;
5. Enhance team execution;

F. Have Enough Time and Energy for Execution

1. Prevent self-made hardship and stress to minimize time waste;
2. Build up personal restoring systems to insure time quality;
3. Build up a monitoring system over personal decision-making hardware;
4. Create time through strategy.

G. One-on-One consultation after group class (RSVP)

ASSESSMENT:

Class Work (Individual & Group)	40%
Case Report	15%
Final Test	15%
Group Project	30%
	100%

REFERENCE BOOKS:

- High –Yield Psychiatry(2003), 2E, Philadelphia, Lippincott Williams and Wilkins. Read human development and defense mechanism.
- James Harvey Robinson (1921), The Mind in the Making.
- Warren E. Buffett, Lawrence A. Cunningham, The Essays of Warren Buffett: Lessons for Corporate America.
- Niccolo Machiavelli (1513), The Prince.
- Kim, W. Chan and Renee Mauborgne (2005), Blue Ocean Strategy: How to Create Uncontested Market Space and Make Competition Irrelevant, Harvard Business School Press.
- Christensen, C.M., Scott D. Anthony, and Erik A. Roth (2004), Seeing What's Next: Using the Theories of Innovation to Predict Industry Change, Harvard Business School Press.
- Prahalad, C.K. and Venkat Ramasw (2004), The Future of Competition, Harvard Business School Press.

WORLD CLASS LECTURER:

Dr. Bin Yang



Dr. Yang is the CEO and Consultant of The Prince Synergy. She graduated from Fudan University Shanghai Medical School in 1989, and studied Law as well. Due to her unique insights into human beings, Dr. Yang had the nickname "X-Ray" in medical school. Later she had residency training in Internal Medicine at an UCLA affiliated program, in Neuro-Psychiatry at Texas Tech Univ., and studied US Business Law and business management. She focuses on decision-making, optimal performance and talent internationalization. The key of her services is to integrate her know-how in optimization of human potential through medicine with her asset in business and law, and make success lasting and smooth.

Dr. Yang helps clients optimize business while minimizing costs. She has enabled a participant to improve ranking 40 spot in 2 weeks, and assisted a local company to expand their sale by thinking internationally. She has helped a CEO burnout for 9 months stand up again in a few hours, and new CEOs to fit different cultures with the least pain.

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While The Prince Synergy has received enormous press at Forbes, Dr. Yang has been listed as a top expert in change management for CEOs, and in stress management for business and school. Many of her articles have been published at Forbes CEO Network, Harvard Business Review China and Chief Executive. Dr. Yang has been invited to give lectures at the top business schools, such as the Chinese University of Hong Kong-EMBA, China Europe International Business School, Beijing University-EMBA, Fudan University CEO class, University of Southern California and more. Her hobbies include tennis, horseback riding and fashion design.