



# **Eat the Elephant** **'Helping people achieve the objective'**

## **Essential Management Development skills**

### **Assertive Decision Making Skills**

#### **Who is it for ?**

Managers who want to develop the skills needed to make timely and balanced decisions that positively affect their business

#### **What is it about and what will it do ?**

- To enable individuals to deal confidently and successfully with making decisive outcomes.
- Individuals will be able to distinguish between aggressive, assertive and passive approaches, and describe their implications on themselves, others and the business.

#### **Typical Objectives**

Delegates will be inspired to have a can do attitude, and really believe that anything can be achieved.

#### **Indicative Outline Content**

- **The decision making process**
- **The purpose of a decision**
- **Why managers don't make decisions**
- **The impact of decisions and in not making decisions**
- **Options – what does this mean**
- **How to involve others in the decision making process**
- **When decisions go wrong**
- **Coping strategies**
- **Impact on others and understand what this means**

**Eat the Elephant Limited**  
Development House  
44 Balmoral Close  
Lichfield  
Staffordshire  
WS14 9SP  
01543 252100  
[www.eattheelephant.com](http://www.eattheelephant.com)



**eattheelephant**<sup>™</sup>  
helping people achieve the objective