



# Making good business decisions quickly

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Webinar starts at noon CT



**Marjorie Engle**

Senior Vice President

Organizational Development & Family Business

Presented by  
**AGH**  
EMPLOYER SOLUTIONS

# Administration

If you need CPE or HR credit, please participate in all polling questions throughout the presentation.



# Administration



A recording of today's webinar will be emailed for your reference or to share with others.

# Administration



For best quality, call in by phone instead of using your computer speakers.





To ask questions during the presentation,  
use the questions box on the right side of your screen.



# Administration



Please provide your feedback  
at the end of today's presentation.



## **MARJORIE ENGLE**

SENIOR VICE PRESIDENT  
ORGANIZATIONAL DEVELOPMENT & FAMILY  
BUSINESS

Marjorie provides custom, personalized solutions in executive coaching, transition and succession planning, organizational analysis and corporate strategy development. She has extensive experience with family owned, closely held, not-for-profit, governmental and publicly traded organizations throughout the United States



# Let's talk about...

- What **personal habits**, good and bad, influence your decision making effectiveness?
- Should business leaders make decisions **fast or slow**?
- What are the keys to effective **group decisions**?
- What are simple steps to making **good and timely** decisions?
- What to do when you've made a **bad decision**?





# REGRETTABLE DECISIONS

# Vulnerable to Bad Decisions



# Fast versus Slow



- Long term strategy
- Decision cannot be undone
- Significant implementation effort
- Decisions requiring multiple teams
- Day to day issues
- Window of opportunity
- Possible bottle neck
- Confidence in leadership



# POLLING QUESTION #1

Please answer for continuing education credit

# Personal Habits

**Not Anticipating Unexpected**  
**Locked in the Past**  
**Isolated**  
**Lack of Expertise**  
**Indecisive**

*Harvard Business Review:  
Excerpts from, The 9 Habits That Lead to Terrible Decisions by Jack Zenger and Joseph Folkman*





**Fast &  
Roughly Right**



## POLLING QUESTION #2

Please answer for continuing education credit



**Know**

**Think**


**Do**





# Know

WEEK 3 : Design



**KNOW**

WEEK 4 : Design

# WEEK 5: Design

WEEK 6: Dev

WEEK 7: Dev

TRD Final

Hosting & Staging Reco

Hosting & Staging Setup

Finalize API Goals

Infrastructure Recs:  
- Laravel + Backbone

Hosting  
&  
Staging  
Setup

Hosting  
&  
Staging  
Reco

- Infrastructure Recs:
  - Laravel + Backbone

Initialize Database

Normalize Database

Create  
Fixtures  
for  
testing

← Create Fixtures for testing

Admin  
Dashboard  
BIE Frame  
work

Database  
API  
<Continuous>

Engineering

B/E Sorting  
(for All  
Dashboard  
Views)  
w/ pagination


B/E Filter  
(ten for all virus)

B/E  
cmd for  
all DB  
Tables

Exporting

ADMIN


API.



CRON

Automated (send) email  
BYE

Automated  
(send)  
email  
B/E



Admin Layer / Back End

Individual Supply Store

Individual Restaurant Store

Individual Retailer Store

Individual  
Survey  
View

Individual  
Syllabus  
Unit

10/10/10

Account Dashboard Overview View 3 Reports

1. **Identify**  
 2. **Explain**  
 3. **Apply**  
 4. **Evaluate**  
 5. **Create**

None  
Tahiti  
Southwest  
Southwest

...  
...  
...  
...

Parallel  
 • Add 720°  
 (vertical)

Sliding  
 • Add 720°  
 (horizontal)

Summary  
- 1000 1980s  
- 1000 1980s  
- 1000 1980s

Summary  
Form &  
Student  
Submission

• **Top**

Paralel  
Empire  
Plane

Revenue  
Column  
Account

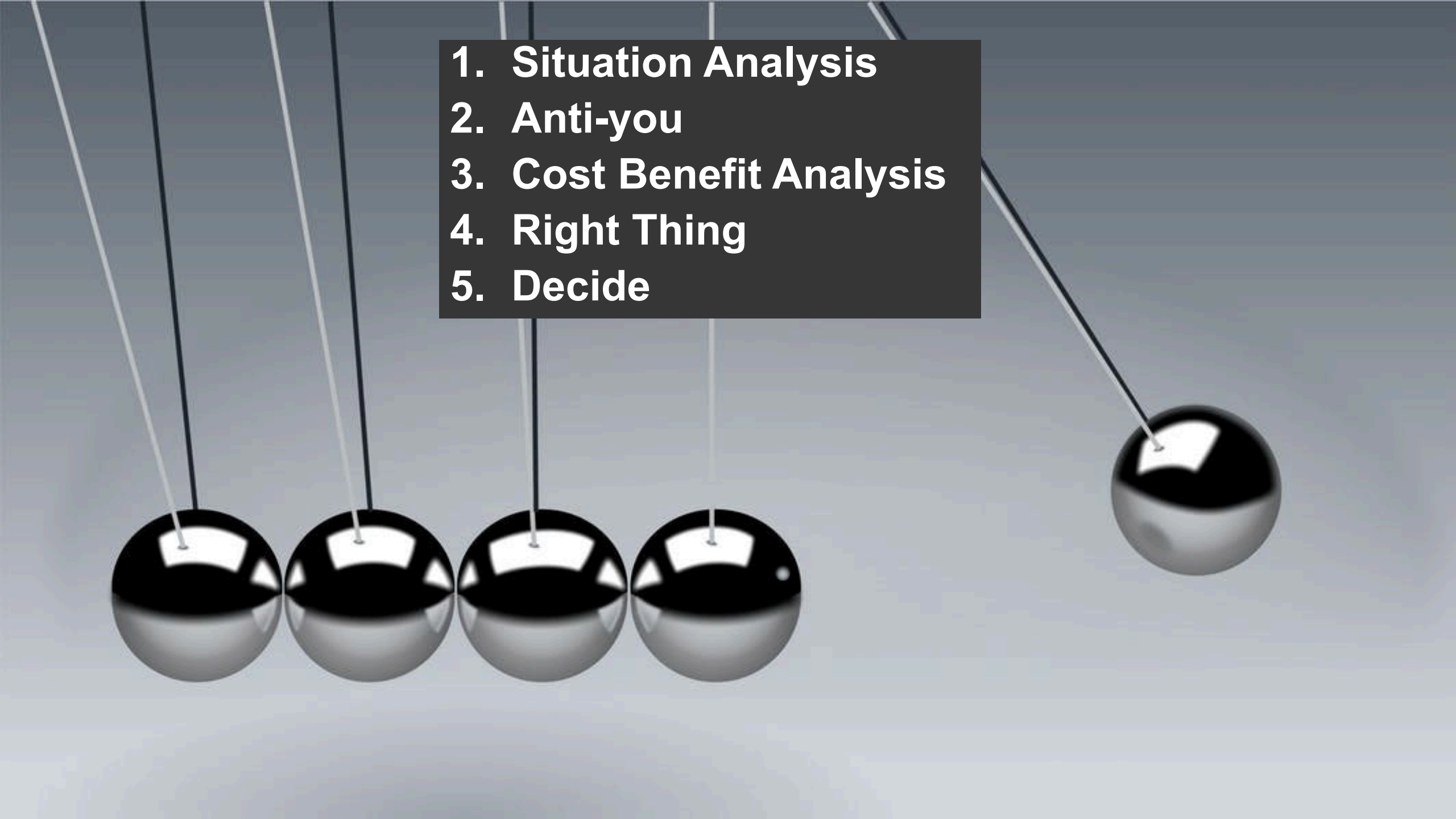
Personal  
Study  
File

Today's meeting  
was very good



**Think**



- 
- 1. Situation Analysis**
  - 2. Anti-you**
  - 3. Cost Benefit Analysis**
  - 4. Right Thing**
  - 5. Decide**



Do

# POLLING QUESTION #3

Please answer for continuing education credit

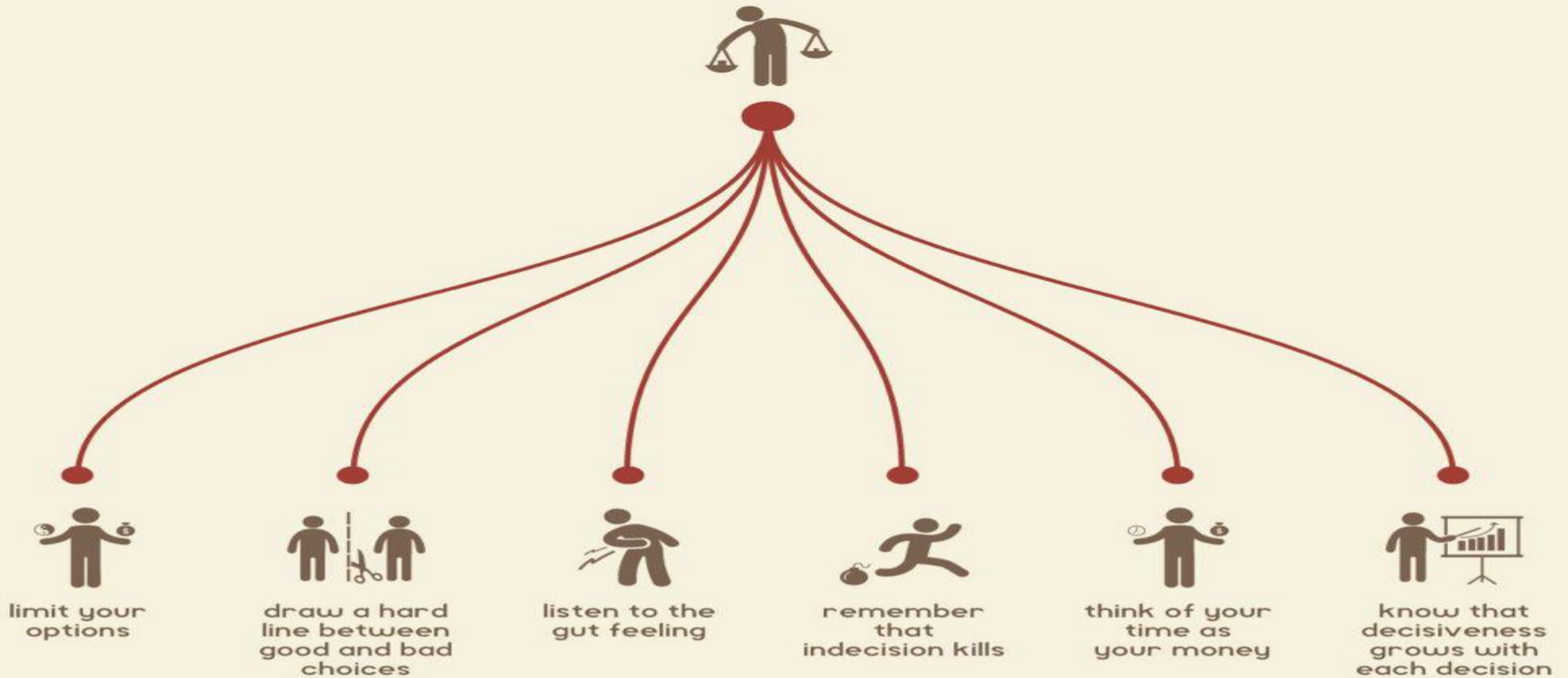




Scalable

# How to Decide Faster

a mindset for making faster  
decisions



by Anna Vital



A person in a dark suit and tie is shown from the chest up, slightly out of focus. Overlaid on the image are several semi-transparent gears of different sizes. One gear in the center-left contains a glowing lightbulb icon. Other gears contain icons of a globe, a person, and a cloud with a server rack. The background is a solid blue color.

# Decide Faster - Limit Options

**Decide Faster**  
**- Draw a line**

**WRONG**



**RIGHT**







**Deciding Faster**

# POLLING QUESTION #4

Please answer for continuing education credit

# Group Decisions

1. Authority
2. Majority
3. Consensus





# Implementation







# Dealing With a Bad Decision





# POLLING QUESTION #5

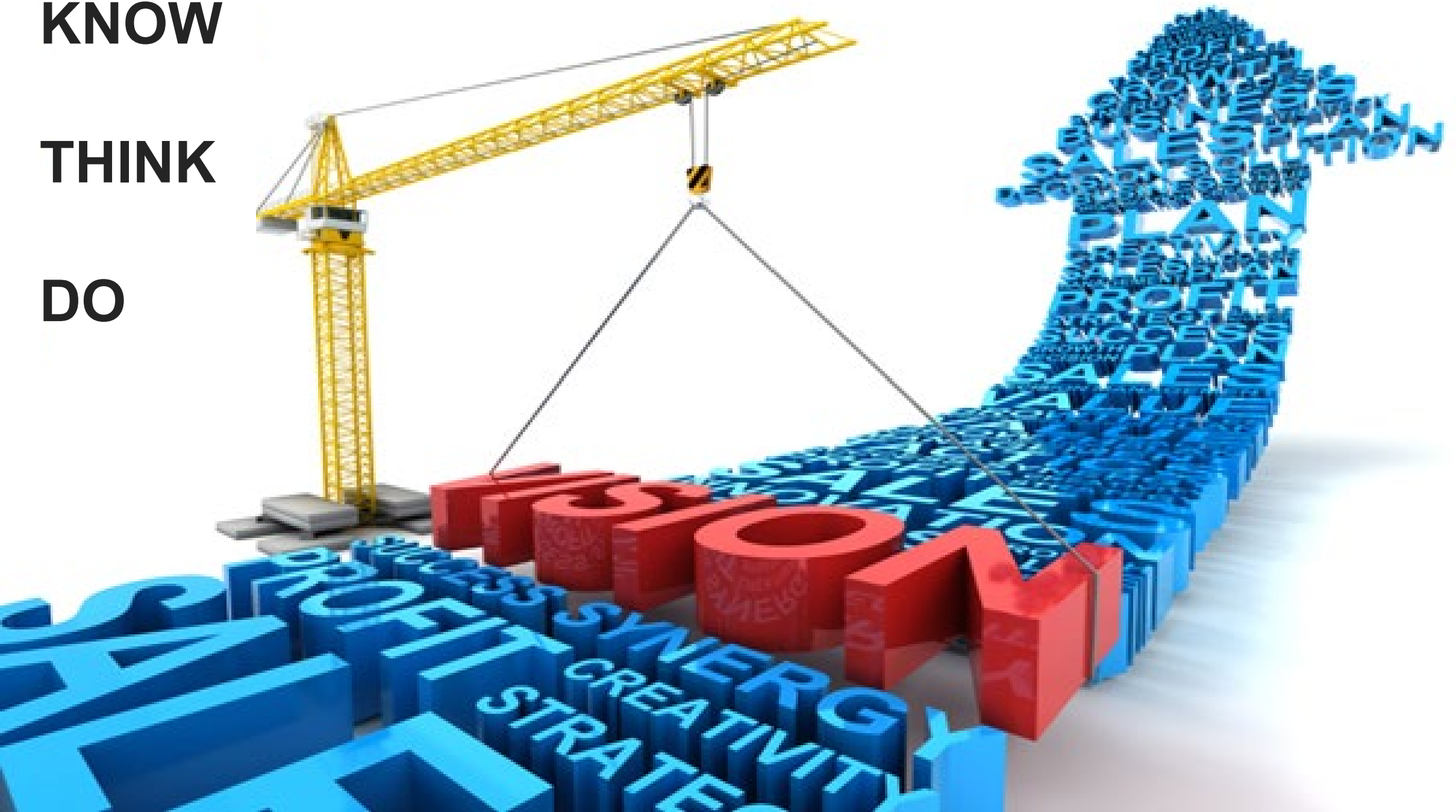
Please answer for continuing education credit



# KNOW

# THINK

DO





A photograph of a forest scene. In the foreground on the left, a wooden signpost with a blank, weathered wooden sign is visible. The path ahead splits into two directions, creating a fork. The forest is composed of tall evergreen trees, and the ground is covered with green grass and small rocks. A dark grey rectangular box with the text "Be Decisive" is overlaid on the lower right portion of the image.

**Be Decisive**



# Thank you for attending



## Marjorie Engle

Senior V.P., Organizational Development



[Marjorie.Engle@aghlc.com](mailto:Marjorie.Engle@aghlc.com)



316.267.7231



[linkedin.com/in/marjorieengle](https://www.linkedin.com/in/marjorieengle)



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