

MAKING AND INFLUENCING BUSINESS DECISIONS

ESSENTIAL TOOLS AND CONCEPTS FOR LEADERS MAKING BUSINESS DECISIONS

SHORT PROGRAMS

MAKING AND INFLUENCING BUSINESS DECISIONS

Enhance your effectiveness as a leader with a toolbox of ideas, concepts and methodologies for more effective problem solving and decision making.

Program date /

Monday 21 October 2019 – 9am to 4.30pm

Location / Norman Waterhouse Lawyers,
Level 11, 431 King William Street, Adelaide

Who should attend /

Coordinators, Team Leaders, Managers, Executives

Investment /

Member \$465 + GST = \$511.50
Non - Member \$581 + GST = \$639.10

Register online /

www.lgprofessionalssa.org.au/event-3499166

Registrations close / Monday 7 October 2019

Overview

It is becoming increasingly important for council employees, regardless of level, to make effective business decisions under multiple constraints in uncertain and highly dynamic environments. Some decisions require and allow thorough data gathering and analysis, some are made based on an educated guess or driven by intuition.

This program has been specifically developed to build on skills and knowledge of local government employees to expand and develop strong decision-making capabilities within a complex and fast changing environment.

With a balanced mix of critical thinking, problem solving, influence and psychology; participants will expand their mindset and acquire specific practical decision making skills.

Key Learnings

This one-day program will explore the following:

- : Making business decisions: what drives our choices and judgements?
- : Identifying business problems/opportunities and understanding the decision environment
 - Recognising business problems in their strategic context
 - Problem definition
- : Making strategic choices
 - Defining options and decision criteria
 - Fundamentals of option analysis
 - Prioritisation tools
 - Scenario analysis
- : Drawing warranted conclusions and making justified recommendations
- : Before we finalise our decision: understanding and mitigating the limits of rational decision-making approaches and understanding the impact of heuristics and biases
 - Lessons from behavioural economics and social psychology
- : Influencing decision makers



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Program Facilitator

Alina Lebed MBA, BSc., G.Cert. Ed., Dip. Mngmnt & Int Trade

Alina is an Adjunct Lecturer with the University of Adelaide Business School and business consultant, specializing in in complex problem solving for a variety of clients. Her relevant areas of expertise include strategic analysis and decision making, business and marketing planning, business case analysis, project management, risk management, economic and industry development, strategic procurement and management of change.

Alina has a Master of Business Administration degree, degrees in Science, Education and International trade. She has received many prestigious awards and scholarships for her studies.

Alina has been teaching Competitive and Public Sector Strategy, Decision Making, Risk, Project and Contract Management since 2000. In addition to lecturing at executive and Masters programs at universities, she conducted intensive workshops and seminars in Australia, UK, Malaysia, South Pacific, the Middle East, Europe and the USA on a variety of topics.

Along with teaching, Alina is a practicing management consultant. She led a Business Advisory Practice for a global consulting firm, worked with a large utilities company and held management positions in R&D, manufacturing and consulting companies. Many of her current clients seek her advice on business problem solving, development and reviews of business strategies, business planning, project and contract management, strategic business decisions, development of policies and frameworks and performance improvement.

She creates her courses based on practical examples from many clients and available best practice information. Her teaching approach draws on practical experience of solving real business problems and many years of providing business advice. Practical solutions that she offers clients, on the other hand, are always supported by solid theoretical and academic base that is continuously expanded through self-education and research of reputable academic publications. She has shared some of her good practice ideas in published articles. Equipped with deep theoretical knowledge and practical experience with a variety of clients and industries, Alina is well positioned to share her knowledge with program participants.

About Local Government Professionals Australia, SA

Local Government Professionals Australia, SA is a not-for-profit member based association representing professionals working in local government in South Australia. We have the ability to link and connect people from different councils who may not otherwise form relationships or share with each other. Our high quality professional development programs and networking events are uniquely local government – reflective of the culture of the sector and sensitive to the needs of its professionals. The content of our events and programs are informed by our members and people who genuinely care about the sector. We provide a safe and supportive environment in which to grow and learn while creating opportunities to make time away from the office to work on the business or on self. We award and acknowledge achievements of excellence.

Developed by the sector, for the sector

All proceeds from our programs are directly reinvested to further develop the local government sector through continued support of professional networks, events and learning and development initiatives for local government professionals.



More Information

All program queries can be directed to **Kate Staples**, Manager Professional Development and Networks at kate@lgprofessionalsa.org.au or **(08) 8291 7996**.

This program is open to registrations from LG Professionals, SA members, council employees and employees of regional subsidiaries.

A cancellation policy applies. Please view at: www.lgprofessionalsa.org.au/about-us