

THINK STRATEGICALLY. ACT DECISIVELY.

INTEGRATED LEARNING SYSTEM

CHECK YOUR PULSE

KNOW

CONSULT AN ANTI-YOU

THINK

BE A DECIDER

DO

Decisions are the fundamental building blocks of excellent teams and agile organizations. The more strategically and decisively you stack those blocks, the faster and more effectively you can lead change and achieve excellence. *It really is that simple.*

“It’s like an Easy Button for agile decisions.”

–Kevin Wilde, Chief Learning Officer, General Mills

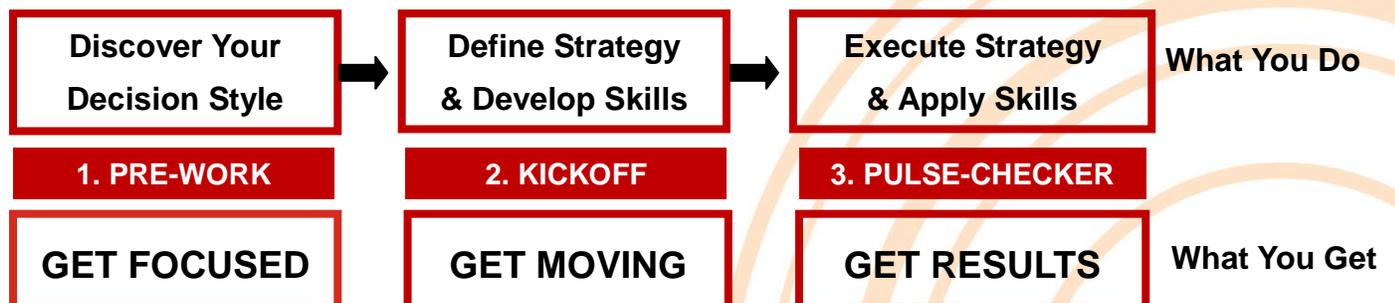
Your leaders will discover how to:

- Respond to change with speed & agility
- Strategically align their teams
- Think critically & efficiently
- Use sound judgment to defeat analysis paralysis
- Focus on the right opportunities
- Eliminate low priority distractions



“This experience was outstanding. Months later, our teams continue to see the impact on our business.”

–Michael DeVito, Executive Vice President, Wells Fargo Home Mortgage



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HOW IT WORKS

TIER 1 – In-Person

MODULES

1. Digital Pre-Work
 - Online Decision Styles Index assessment to determine each participant's Strategic Decision Style (pre-work).
2. In-Person Kickoff
 - Half-day workshop on identifying each Team's Decision Pulse & applying the elegantly simple Know-Think-Do framework.
3. Pulse Checker
 - 60 days of engaging team competition reinforces your current strategic priorities and teaches leaders how to adapt their decisions quickly and effectively in their real world work environment.

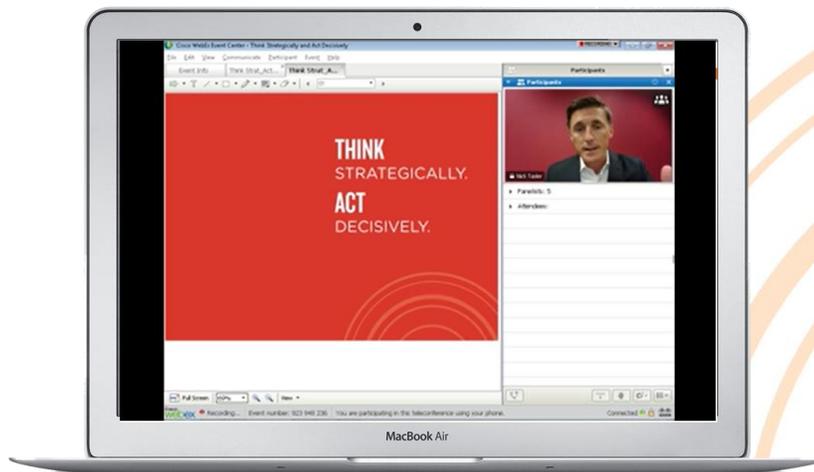
TIER 2 – Digital

LIVE VIRTUAL WORKSHOP

1. Digital Pre-Work: Same as Tier 1.
2. Virtual Workshop: Trained facilitator leads a virtual workshop.
3. Pulse Checker: Same as Tier 1.

SELF-PACED LEARNING

1. Digital Pre-Work: Same as Tier 1.
2. Recorded learning: Self-paced viewing of workshop material.
3. Pulse Checker: Same as Tier 1.

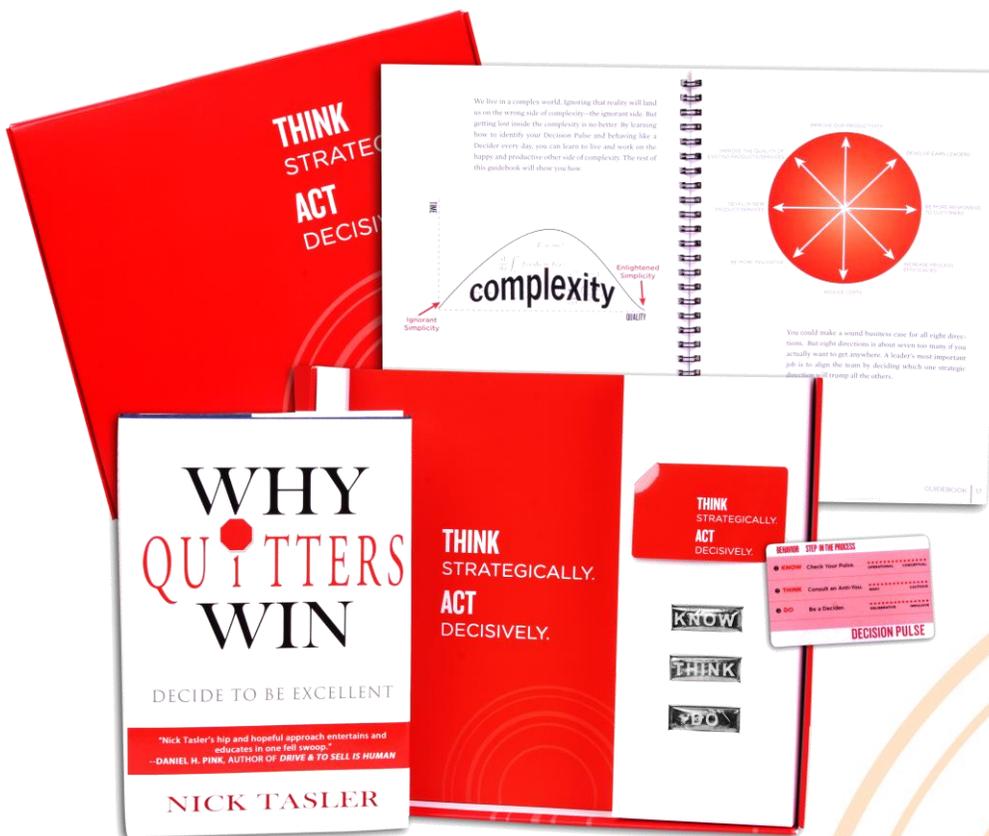


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PARTICIPANT MATERIALS

- An assessment of individual Decision Styles.
- Access to 60 days of virtual, interactive learning.
- Participation in the Pulse-Checker team competition with their peers.
- Think Strategically & Act Decisively spiral guidebook.
- Nick Tasler's best-selling book *Why Quitters Win: Decide to be Excellent*.
- Silver KNOW-THINK-DO building blocks to reinforce learning.
- Handy wallet-sized decision aide for anytime access to the decision process.

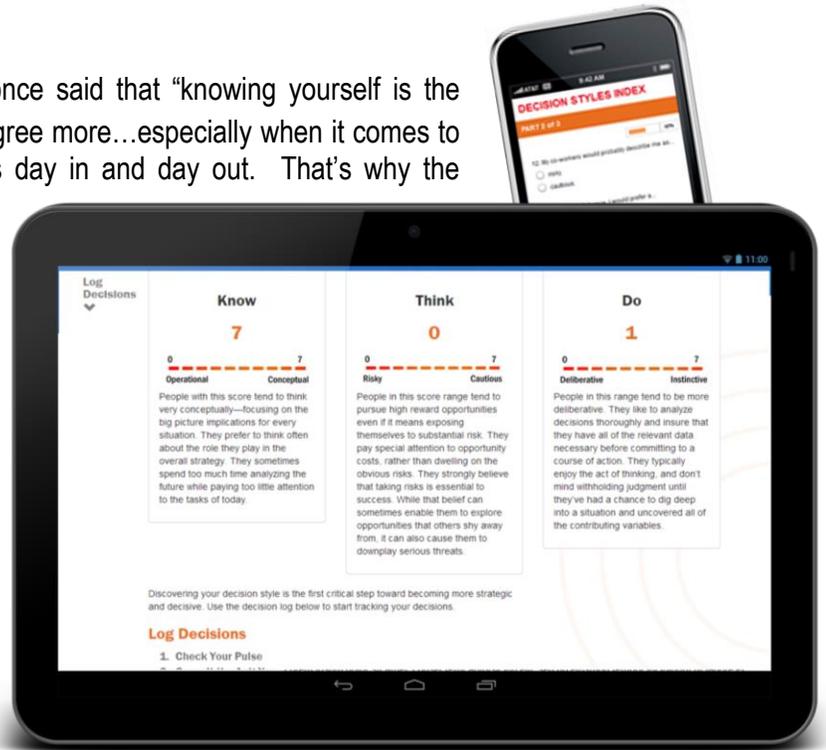


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ABOUT THE MODULES

1. Digital Pre-Work – Aristotle once said that “knowing yourself is the beginning of all wisdom.” We couldn’t agree more...especially when it comes to leaders making wise strategic decisions day in and day out. That’s why the integrated learning system begins with an individual assessment of each participant’s Decision Style based on three dimensions of Operational to Conceptual; Risky to Cautious; and Deliberative to Impulsive.



2. Kickoff Workshop – Good decisions almost always require tradeoffs between “right vs. right” options. To resolve these tradeoffs every leader must specify and communicate the primary strategic direction or “Decision Pulse” for her team. This truth applies equally on the store floors and inside the C-suites.

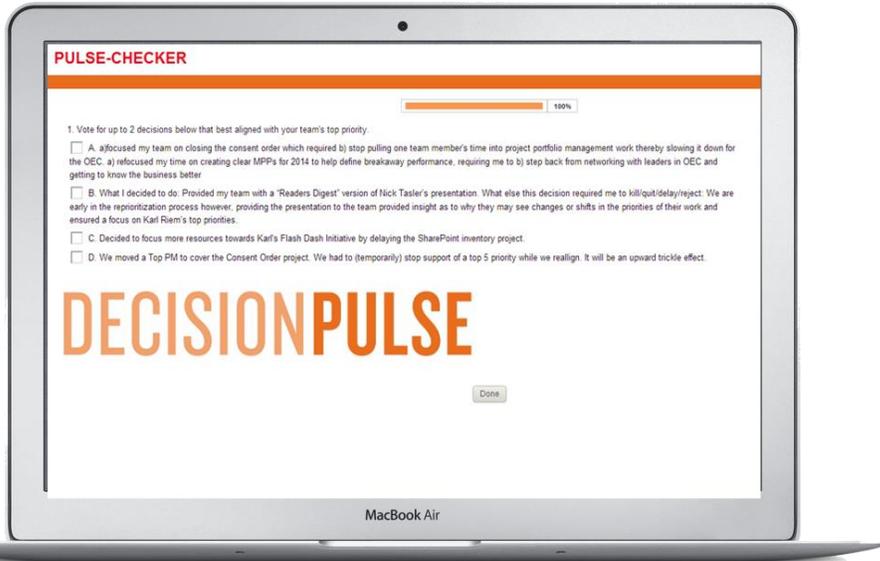


In the workshop module, participants learn to identify their Team Decision Pulse, as well as how to apply that Pulse and leverage their team decision’s styles to each of the 45-70 decisions they will make in a given day using the 3-part Know-Think-Do decision process.

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3. Pulse Checker Team Competition– What if your team members could peer inside the mind of their best and brightest peers? What if you could see how they deliver exceptional results for your team week in and week out, one decision at a time? What if you could then replicate that excellent judgment throughout your team and across your organization?



The Pulse-Checker team competition engages your team, while developing their general judgment and decision-making skills by reminding them of the simple process. Not only are your team members sharpening their decision skills, the Decision Library can then be used by trainers and leaders to define, refine, and communicate exactly what “good judgment” look like in *this* organization in the context of *your strategy* at every level in every functional area.

To get started email Answers@DecisionPulse.com

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REFERENCES



"Your presentation was outstanding. It challenged my thinking in a powerful way, but was also practical and motivational. Months later, our team has continued seeing the impact on our business."

–Michael Devito, EVP, Wells Fargo Home Mortgage



"Your methodology is like an Easy Button for business decisions."

–Kevin Wilde, CLO, General Mills



"Nick, it was a real pleasure to work with you and learn from you. Both the participants and the leadership team were thrilled with your message. The head of our division has already started referring to our 'decision pulse' regularly."

–Dan Scarbrough, Worldwide Corporate Accounts Director, Microsoft



"Decision Pulse training was a perfect choice for our team. In a matrix organization, we are sometimes the decision makers and at other times we are in the position of helping others decide. In either scenario, this session helped us immensely, providing real ways to drive forward and avoid the swirl of indecision. Nick's presentation is fun and dynamic, and our team is certainly the better for having this experience!"

–Mary Beth Dondelinger, VP, Operations, UnitedHealth Group



"Nick facilitates in a manner that creates engagement and interest right from the beginning and sustains that level of energy throughout the workshop. Our managers were excited about what they were able to accomplish in the workshop, and felt they can sustain this skill and knowledge in their everyday decision making. I would bring Nick back to work with our leaders without hesitation."

–Nancy Miedtke, Director of Learning & Development, RBC Wealth Management



"I had an opportunity to network with several peers last week. You may be interested in knowing that five months after we attended your three hour workshop, we are incorporating into our daily routines the insights we learned in your session. For example, we are now routinely seeking out our "anti-me" in our decision-making processes. Unlike other good workshops, your session was not only highly thought-provoking, your concepts were incredibly easy to incorporate into our everyday decision routines."

–Karl Riem, SVP, Wells Fargo Home Mortgage

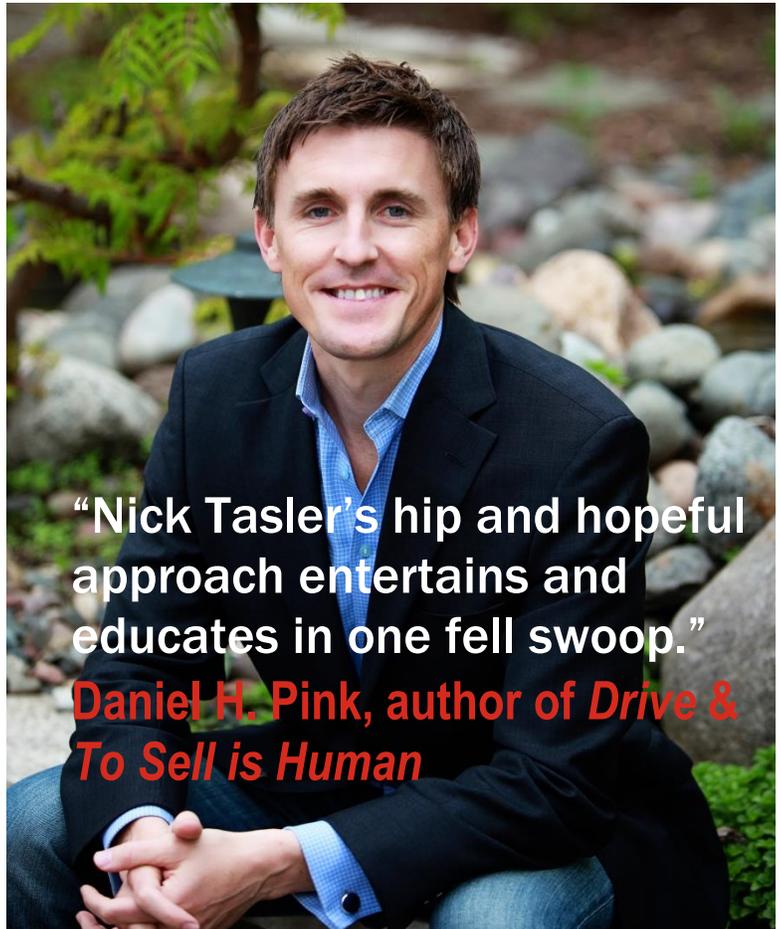
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ABOUT THE COMPANY

THE STORY OF DECISION PULSE began a few years before the publication of Nick Tasler's internationally acclaimed book, *The Impulse Factor*. While researching a project for GE Capital's global high potential leader program, Nick made a disturbing discovery. The inability to make sound timely decisions was preventing people and organizations from making both the big and the small behavior changes that were vital to their success. Nick devoted the next six years to finding an elegantly simple solution for helping teams pursue excellence one decision at a time. Decision Pulse is the result of that search.

NICK TASLER is an organizational psychologist and the CEO of Decision Pulse. He has helped teams across the globe achieve their highest potential by learning to think more strategically and act more decisively. His books have been translated into multiple foreign languages and are currently sold in more than 20 countries. Nick is a frequent guest lecturer at the Wharton school of business, a management columnist for the *Harvard Business Review*, and the Strategic Thinking blogger for *Psychology Today*. Nick holds a bachelor's and a master's degree in Industrial Psychology and is the author of seven original psychological assessments. He lives with his wife and three sons in Minneapolis, Minnesota and Fort Myers, Florida.



“Nick Tasler’s hip and hopeful approach entertains and educates in one fell swoop.”

Daniel H. Pink, author of *Drive & To Sell is Human*

