

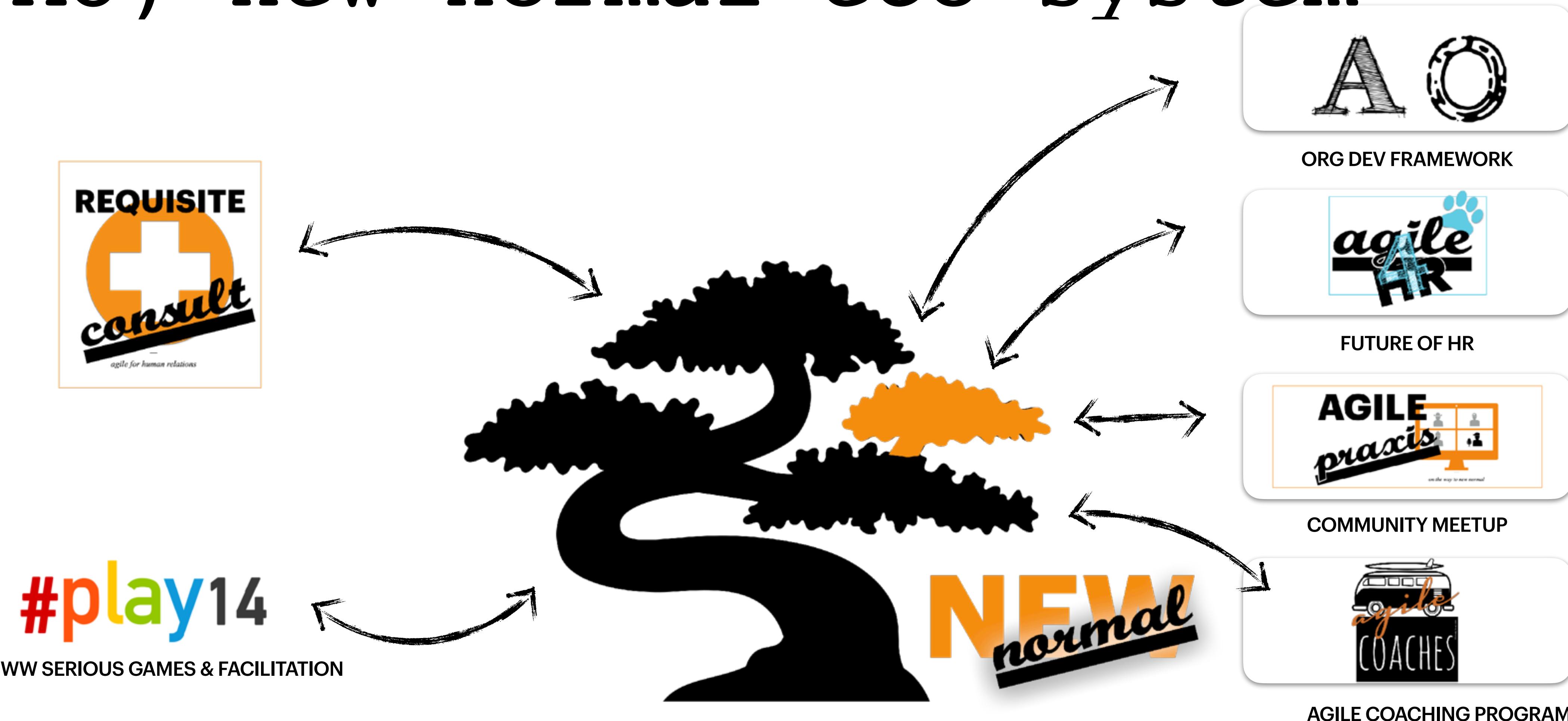


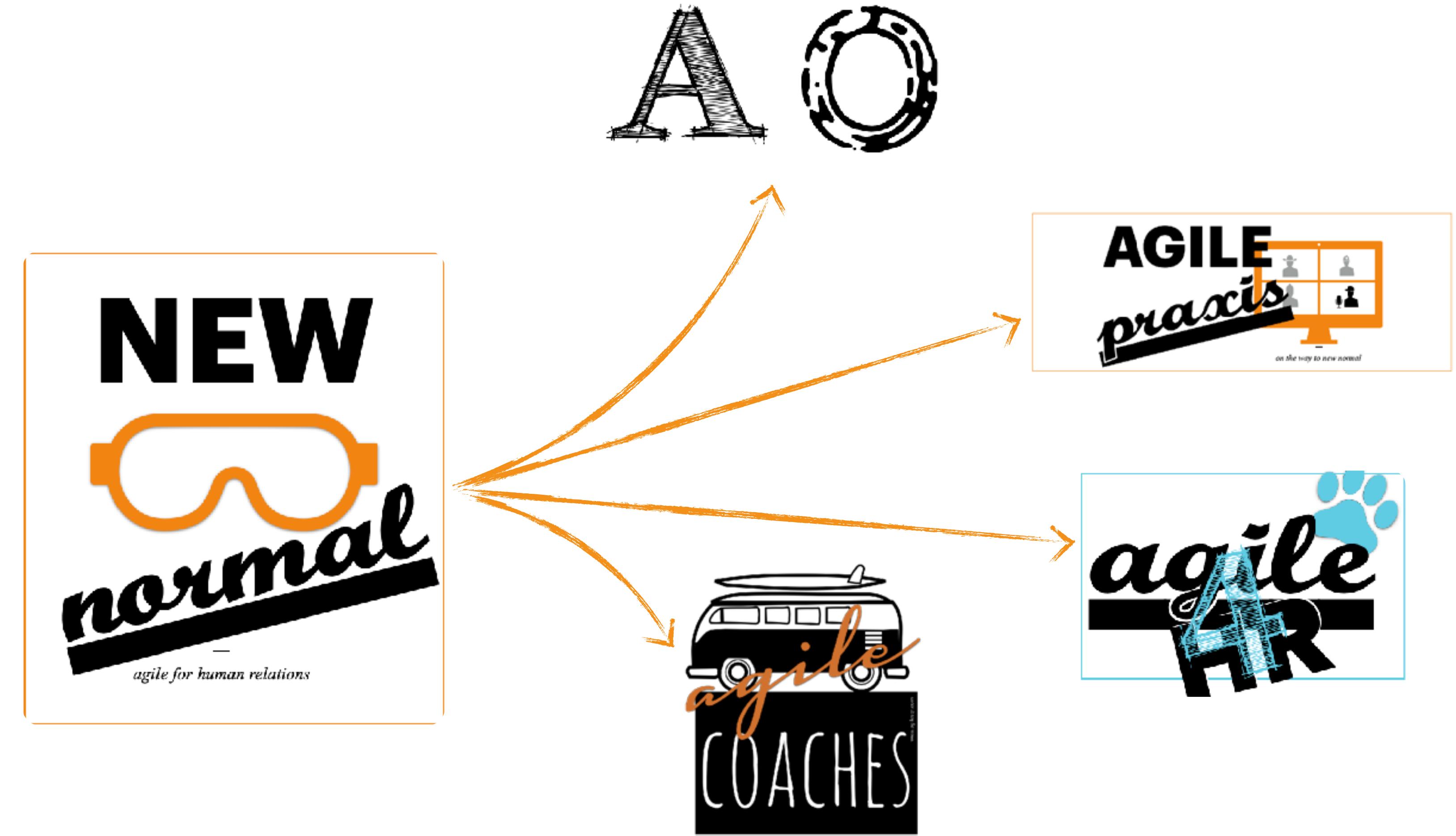
DECISION MAKING

IN THE NEW NORMAL

next

(AO) new normal eco system





my name is Pierre Neis

be more in yourself

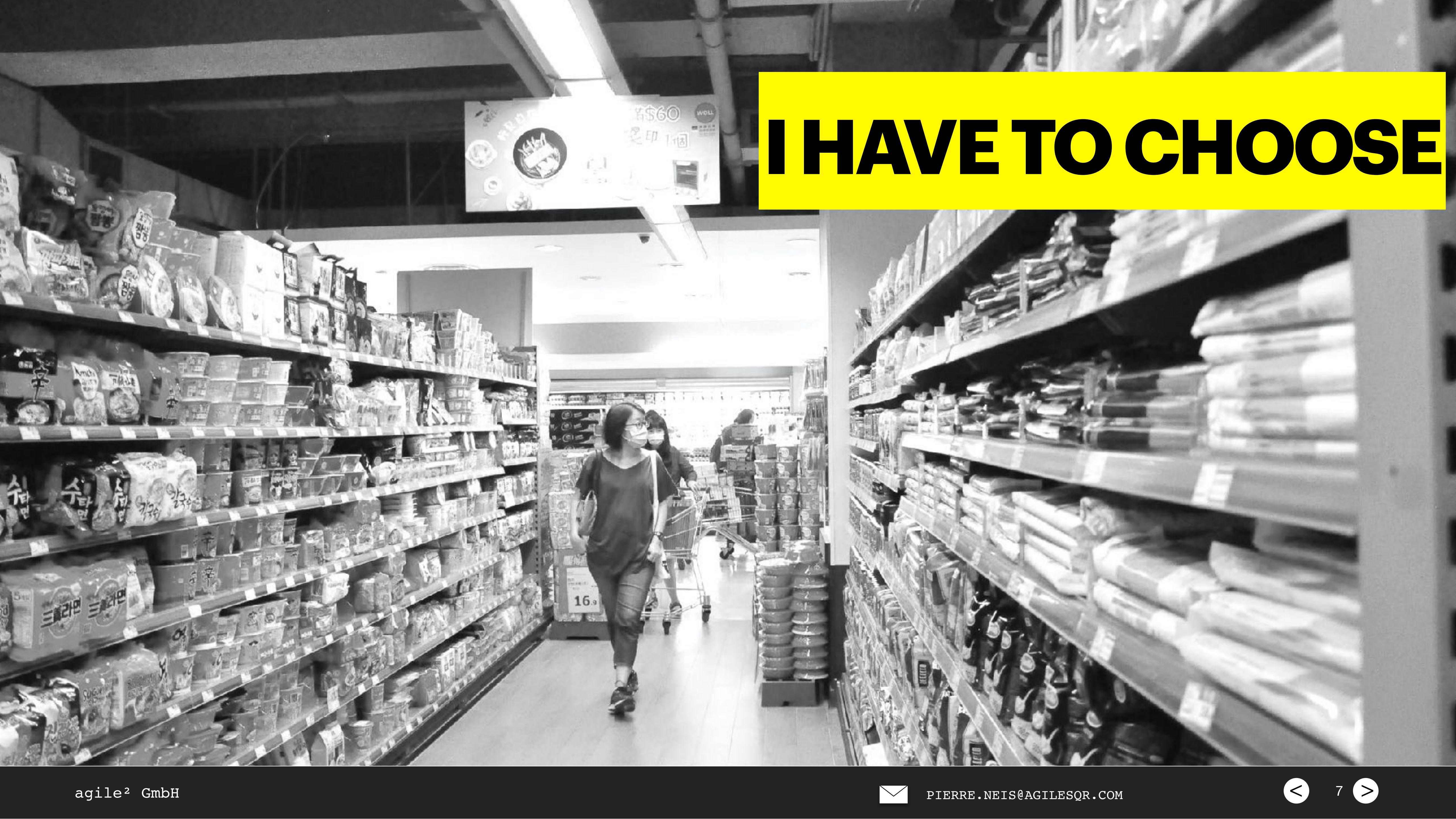




SATURDAY I GO SHOPPING



AT THE SUPERMARKET



I HAVE TO CHOOSE



I'M LOST



IN COVID19 TIMES



SHELVES ARE LIKE THAT



DOES IT MAKES MY LIFE EASIER?

IN THESE COVID-19 TIMES,
ANXIETY AND FEAR ARE
FREEZING OUR ABILITY TO
RESPOND TO ANY THREATS OR
OPPORTUNITIES IN OUR
BUSINESS ENVIRONMENT



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I MISS THE TEAM DYNAMICS





**HOW CAN I PREDICT THE
UNPREDICTABLE?**



**IS THE COMPANY A PRODUCTION LINE
OR A GROUP OF HUMAN BEINGS?**



LOSING SENSE OF BELONGING



**HOW TO LEAD PEOPLE SPREAD
AROUND THE WORLD?**



WHAT'S ABOUT REBOARDING?



**UNLEASHING CREATIVITY IN A
SAFE TO FAIL CONTAINER**



**HOW MUCH WORK FROM HOME IS
FEASIBLE?**

**ARE OUR CUSTOMERS STILL
BUY OUR SERVICES?**

**DOES OUR PEOPLE STILL
TRUST US?**

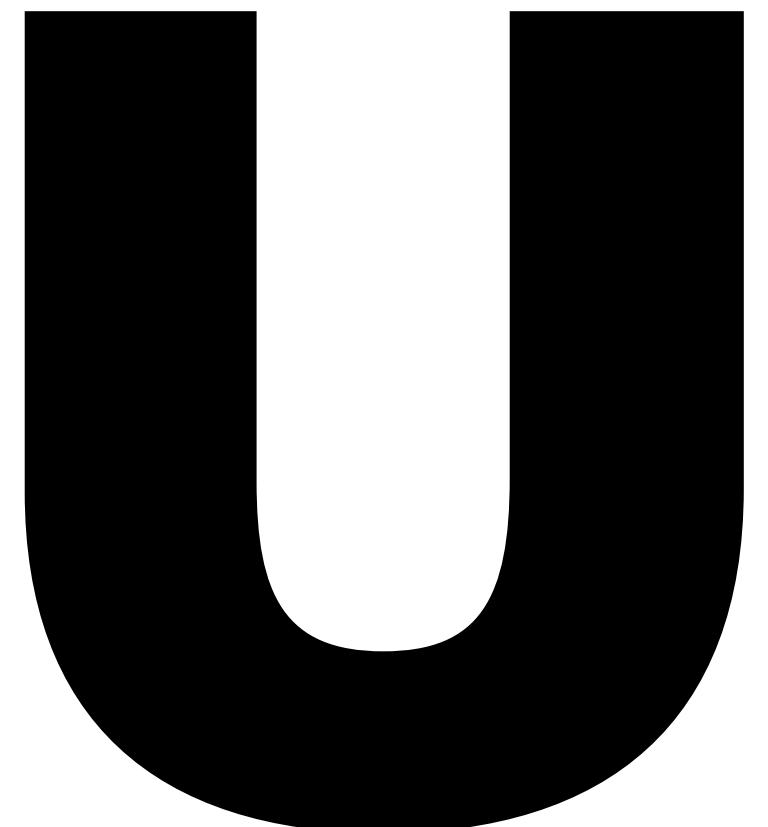
V

volatility

**ARE OUR BUSINESS PARTNERS
STILL TRUST US?**

**OUR PLANS ARE NOT
ACCURATE**

**HOW CAN WE ENSURE BUSINESS
CONTINUITY?**

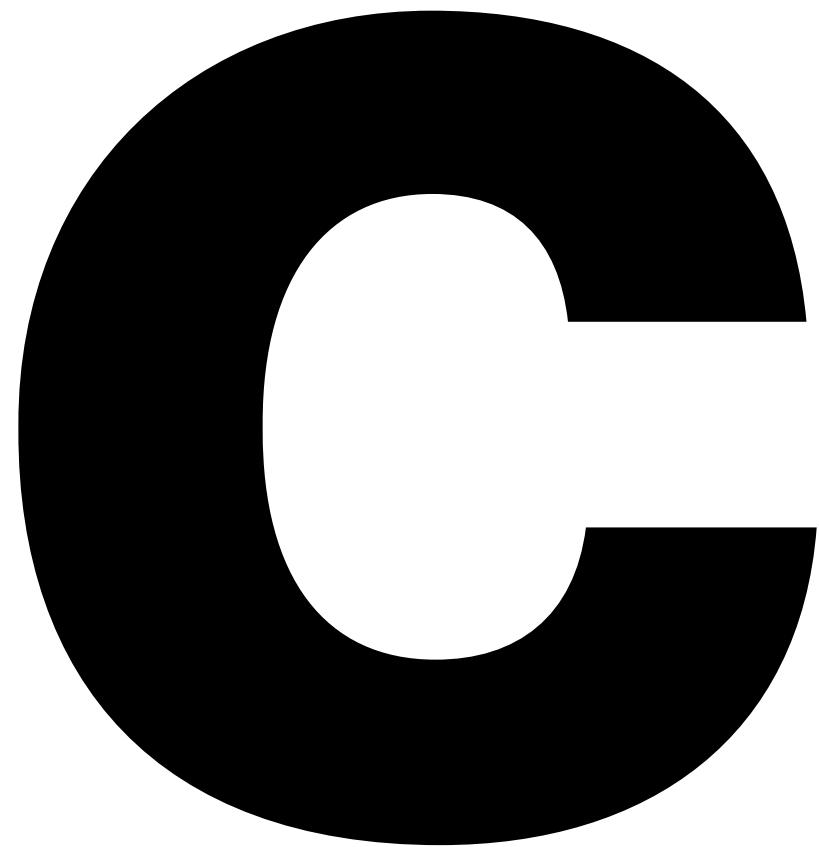


THAT SITUATION IS NEW

**HOW CAN I RESPOND TO
QUESTIONS THAT I DO NOT KNOW
THE ANSWERS?**

**HOW TO UNDERSTAND THE
WORLD ?**

**COMPETITION IS ALL
AROUND US**



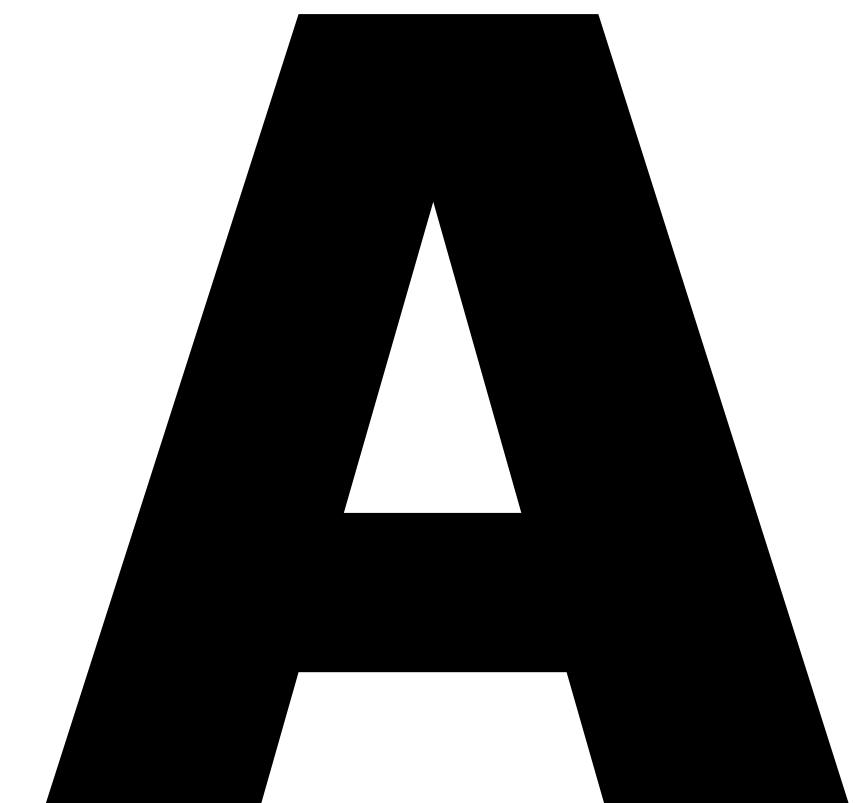
**OUR PRODUCT AND SERVICES
CATALOGUE IS A MESS**

**HOW CAN MY ORGANIZATION BE
FIT FOR COMPLEXITY?**

**WHAT TO DO WHEN I HAVE
TWO DIFFERENT ANSWERS
FOR THE SAME QUESTION?**

**CAN WE HAVE A SIMPLE WAY OF
WORKING?**

**IN OUR MEETINGS, I HAVE THE
FEELINGS THAT EVERYONE
SPEAKS ABOUT A DIFFERENT
TOPIC**



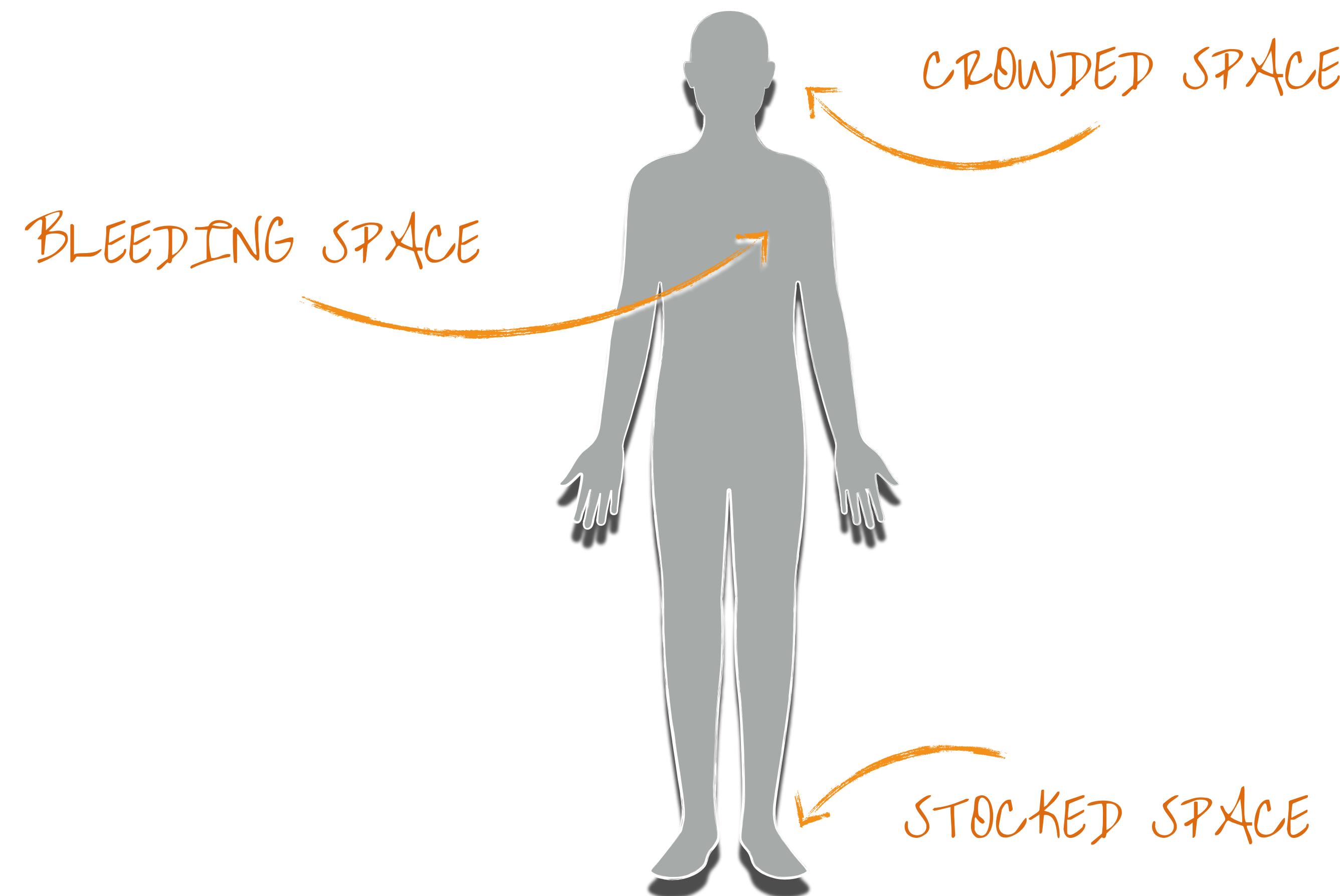
**CAN WE LIVE WITH AMBIGUITY
WITHOUT GETTING MAD?**

LET'S ANALYSE
THIS

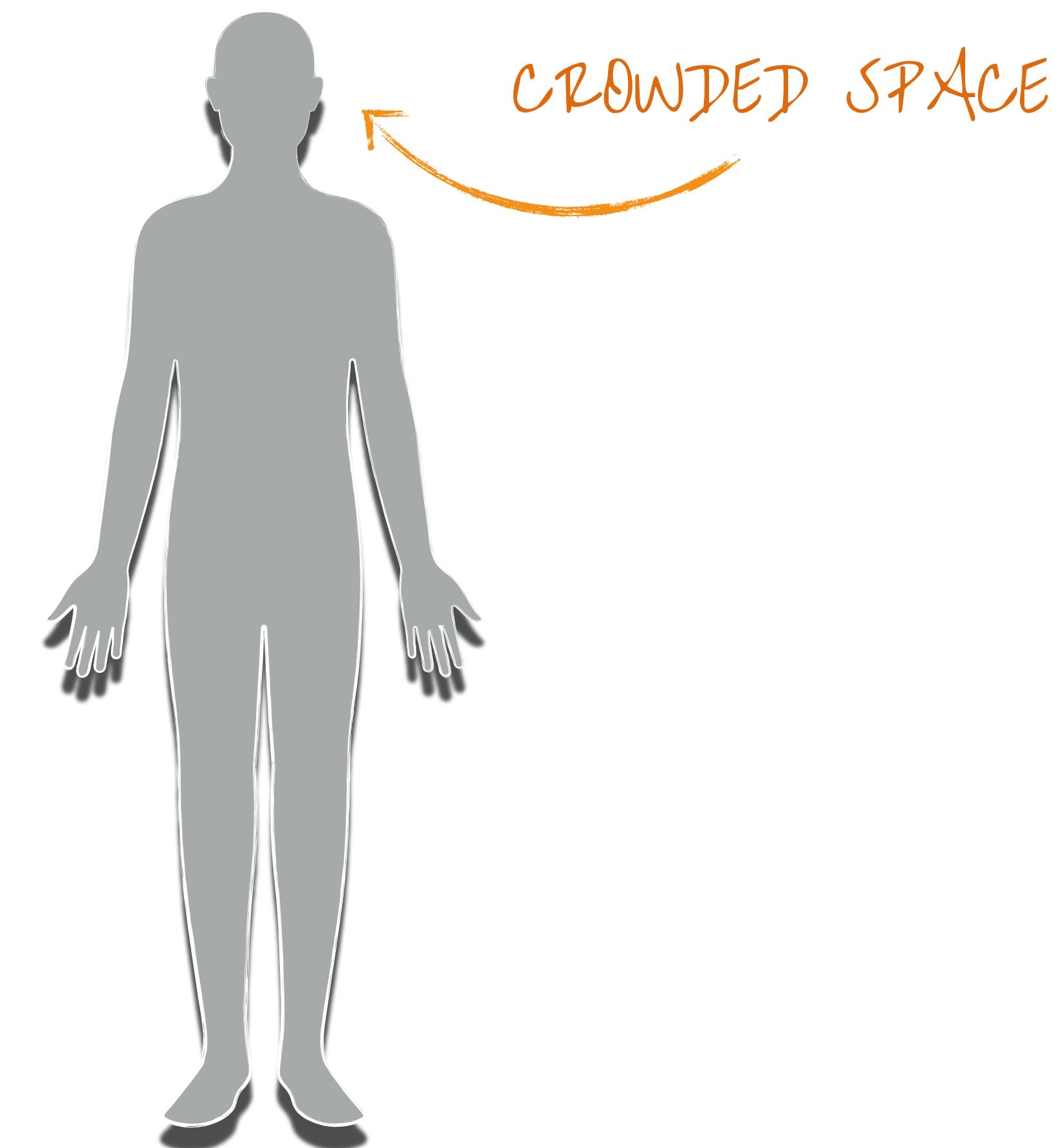


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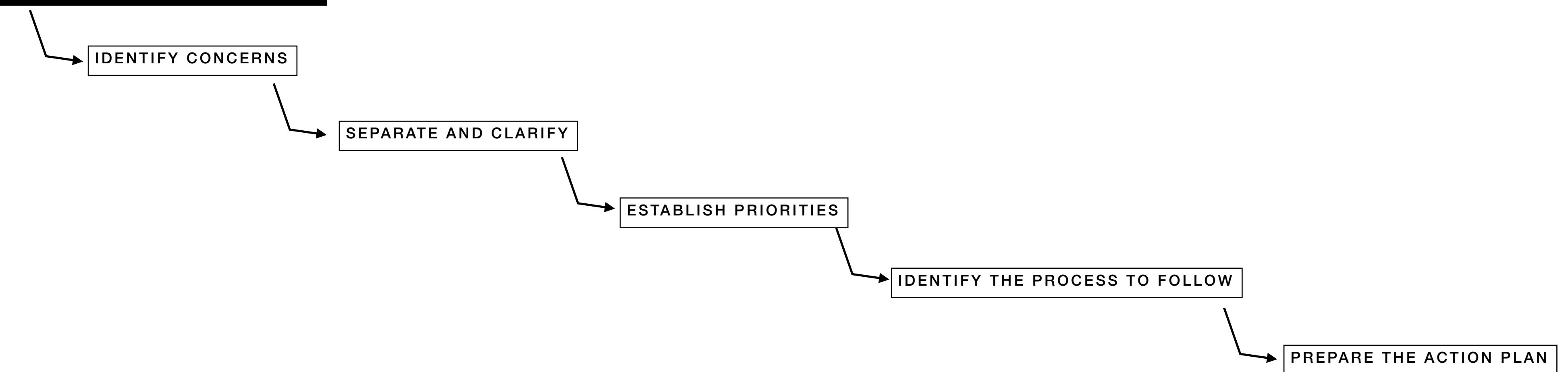
we know what to do, but...



you apply the process

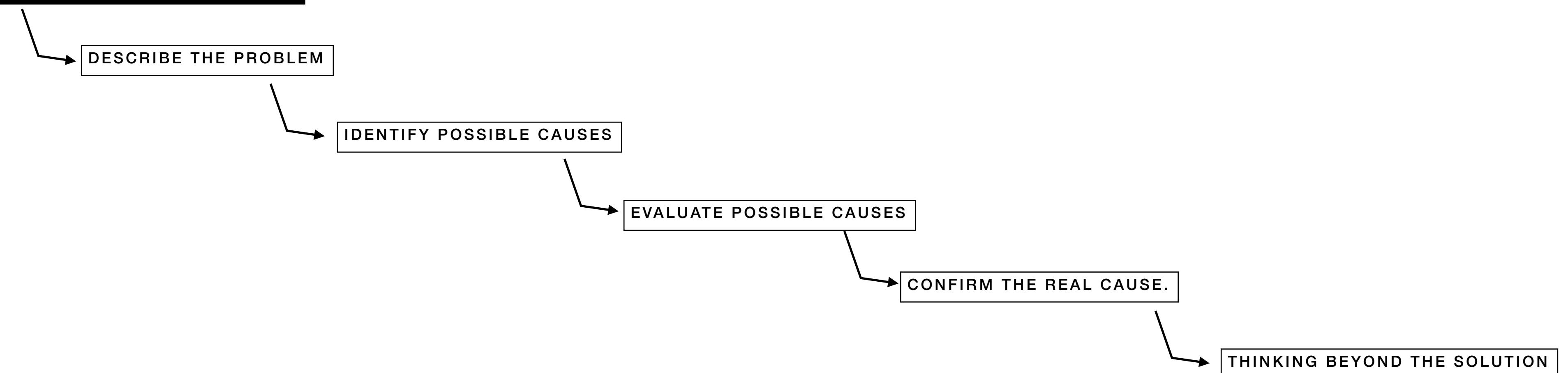


EVALUATE SITUATION



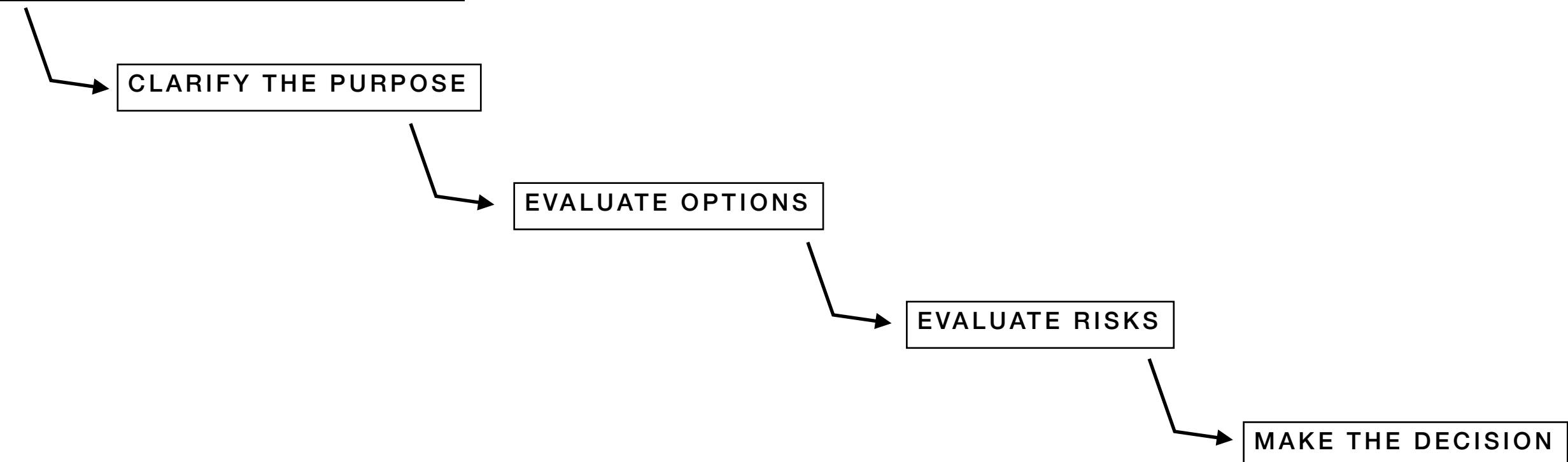
next

PROBLEM ANALYSIS



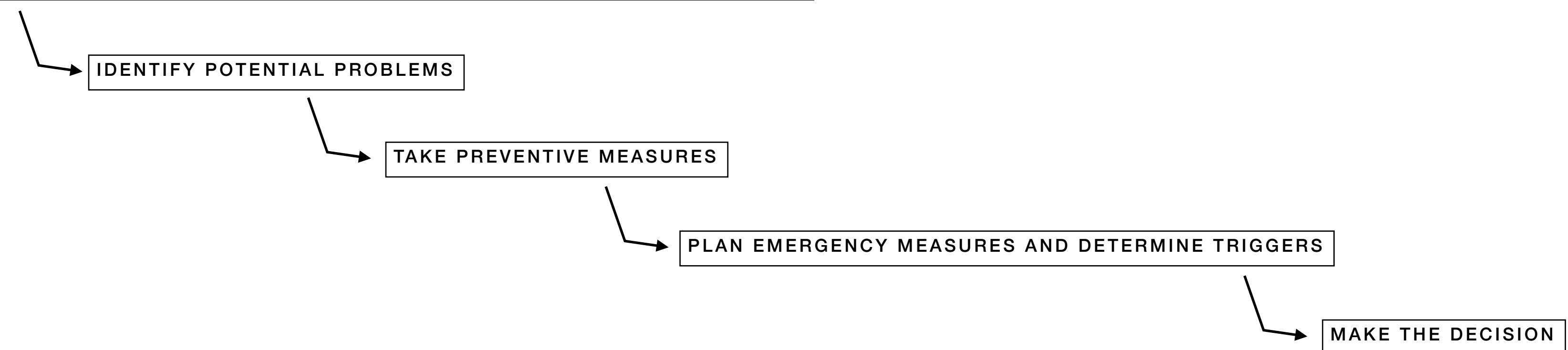
next

DECISION ANALYSIS

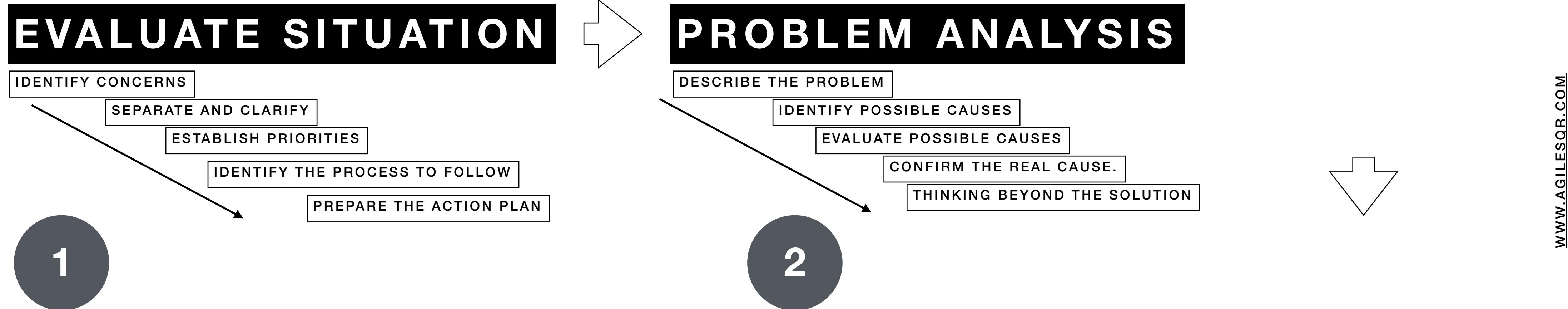


next

ANALYSIS OF POTENTIAL PROBLEMS

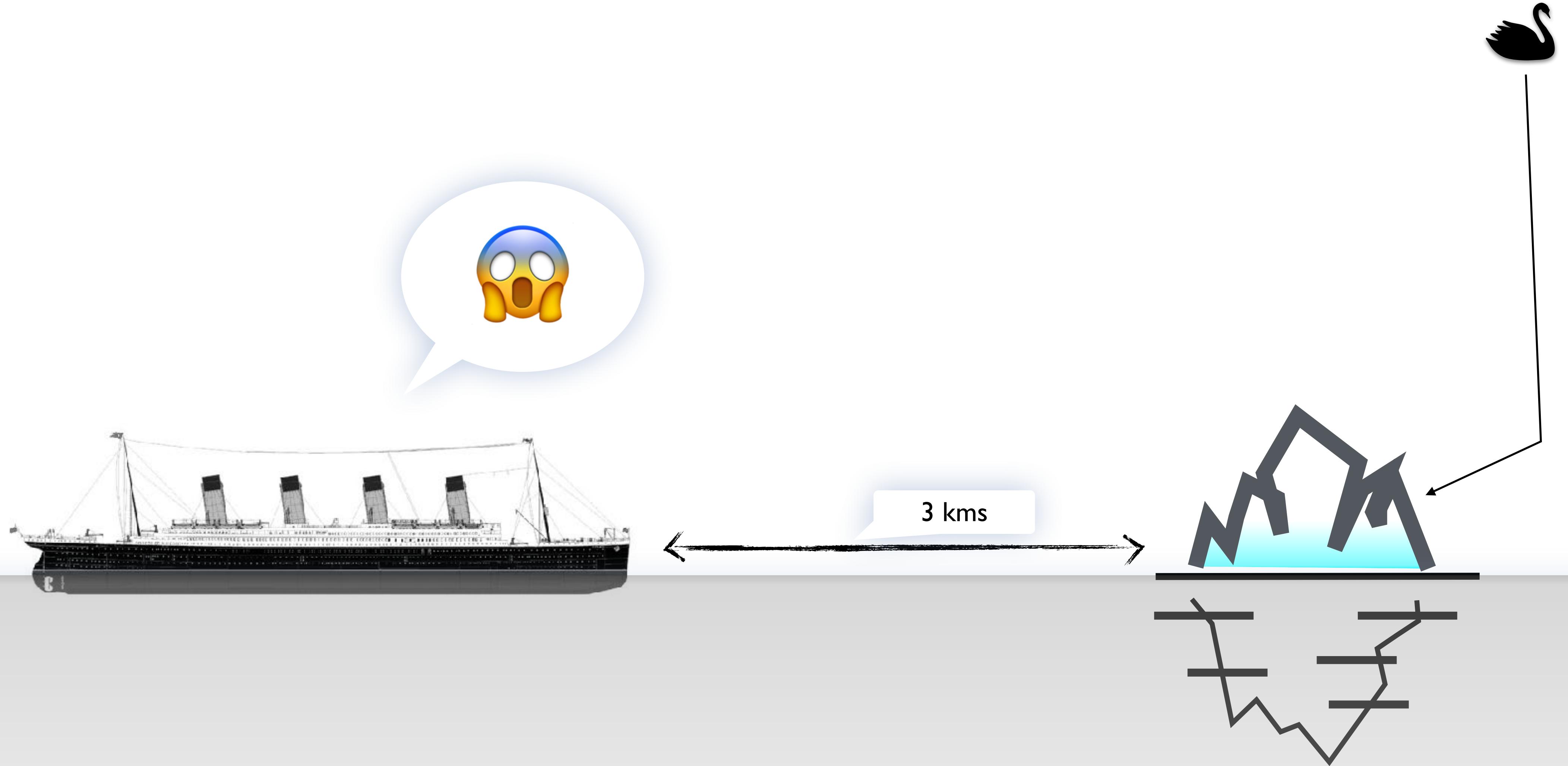


next



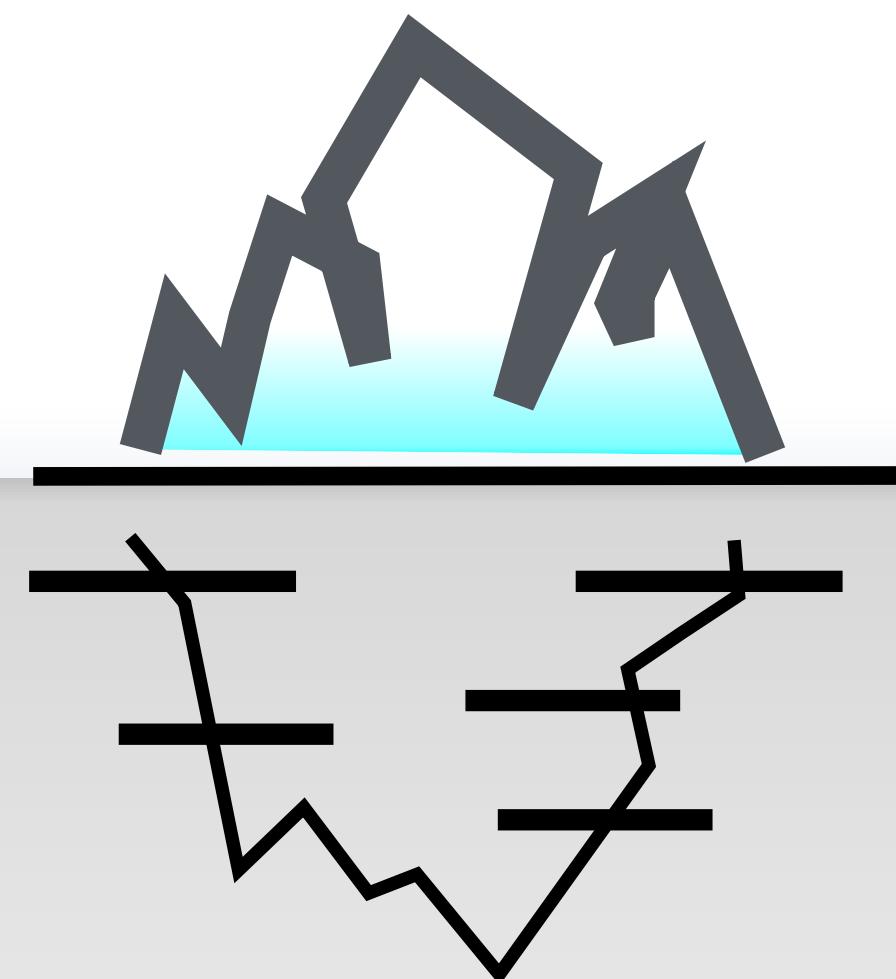
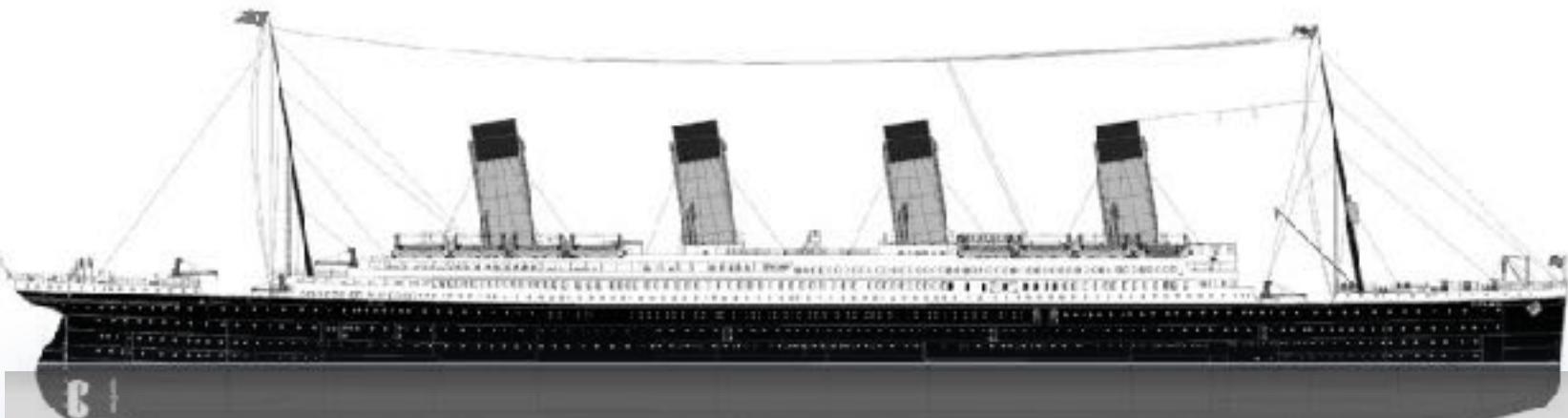
A black and white photograph of the RMS Titanic sailing on the ocean. The ship is shown from a three-quarter front view, moving towards the left. It has four funnels emitting smoke, and its name 'TITANIC' is visible on the hull. The water is slightly choppy, and the sky is overcast.

REMEMBER THE TITANIC





Oops,
too late



THERE IS ANOTHER
WAY TO ADDRESS
THAT

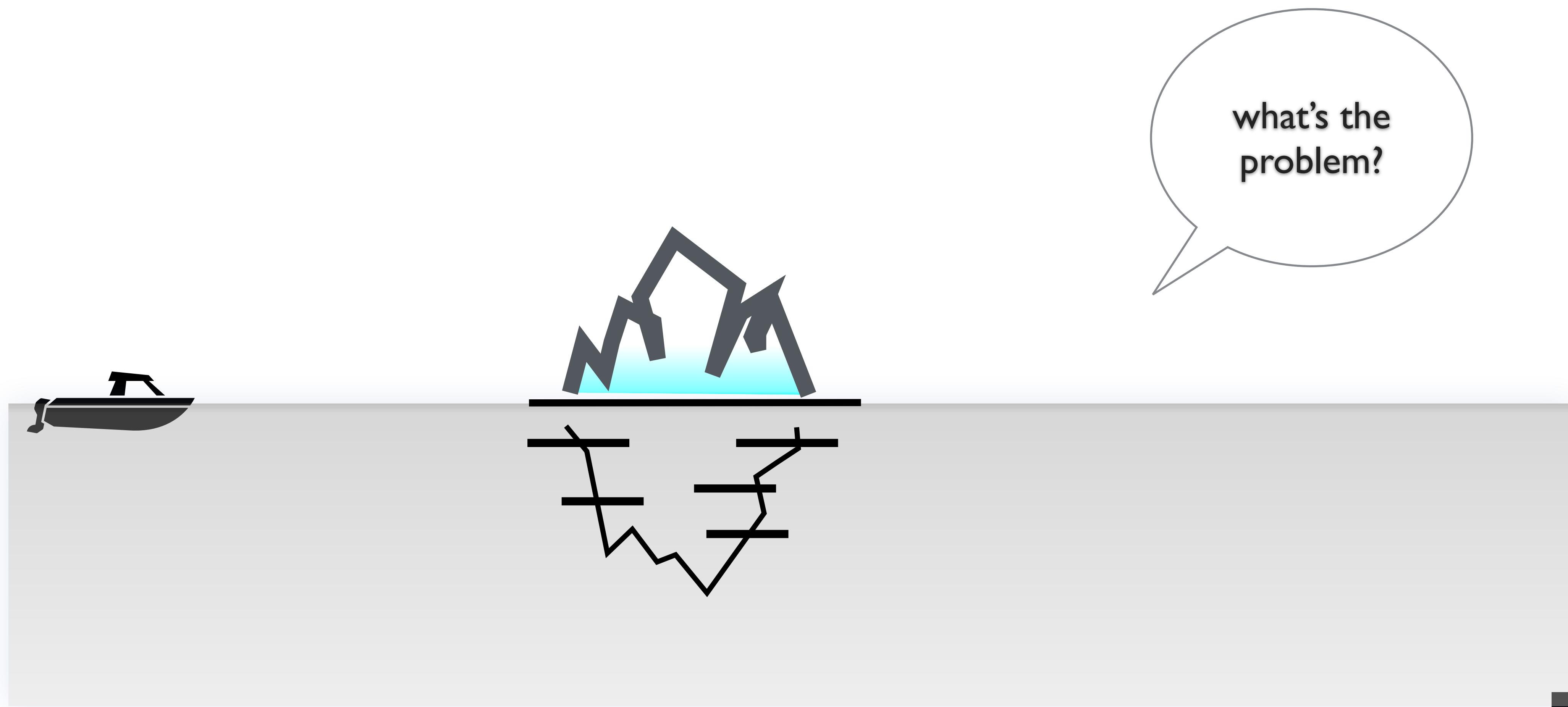


next

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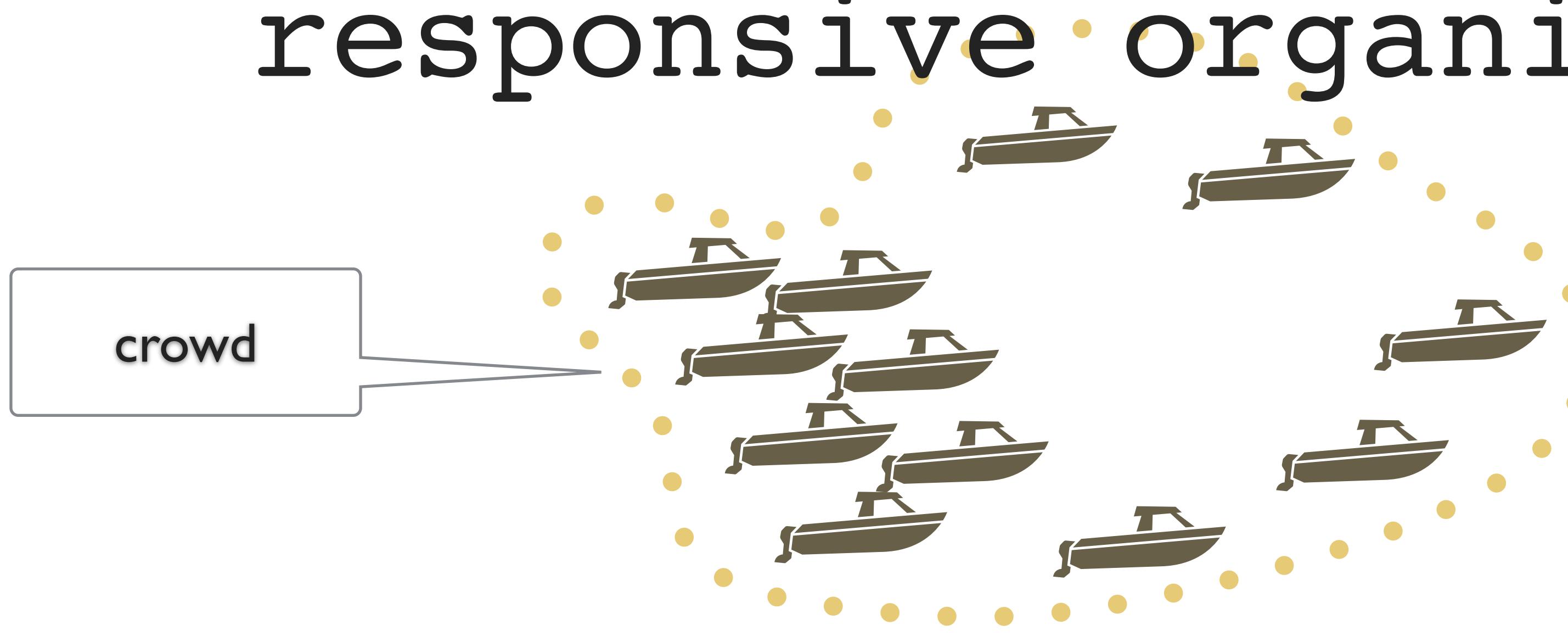
SPEEDBOAT





next

responsive organisations



BUILD A RESPONSIVE ORGANIZATION TO ALLOW EMERGENT BEHAVIOR.

STILL HIGH
LEVEL?



next

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HOW DO YOU MAKE
DECISIONS IN THE
NEW NORMAL?



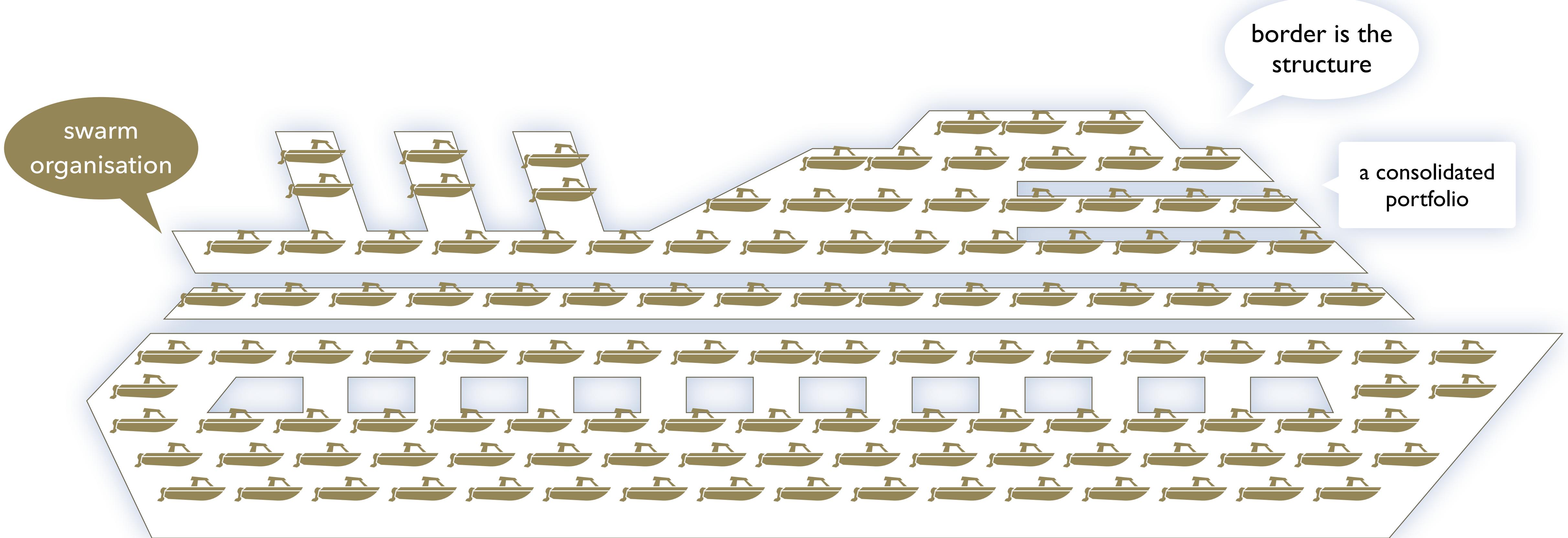
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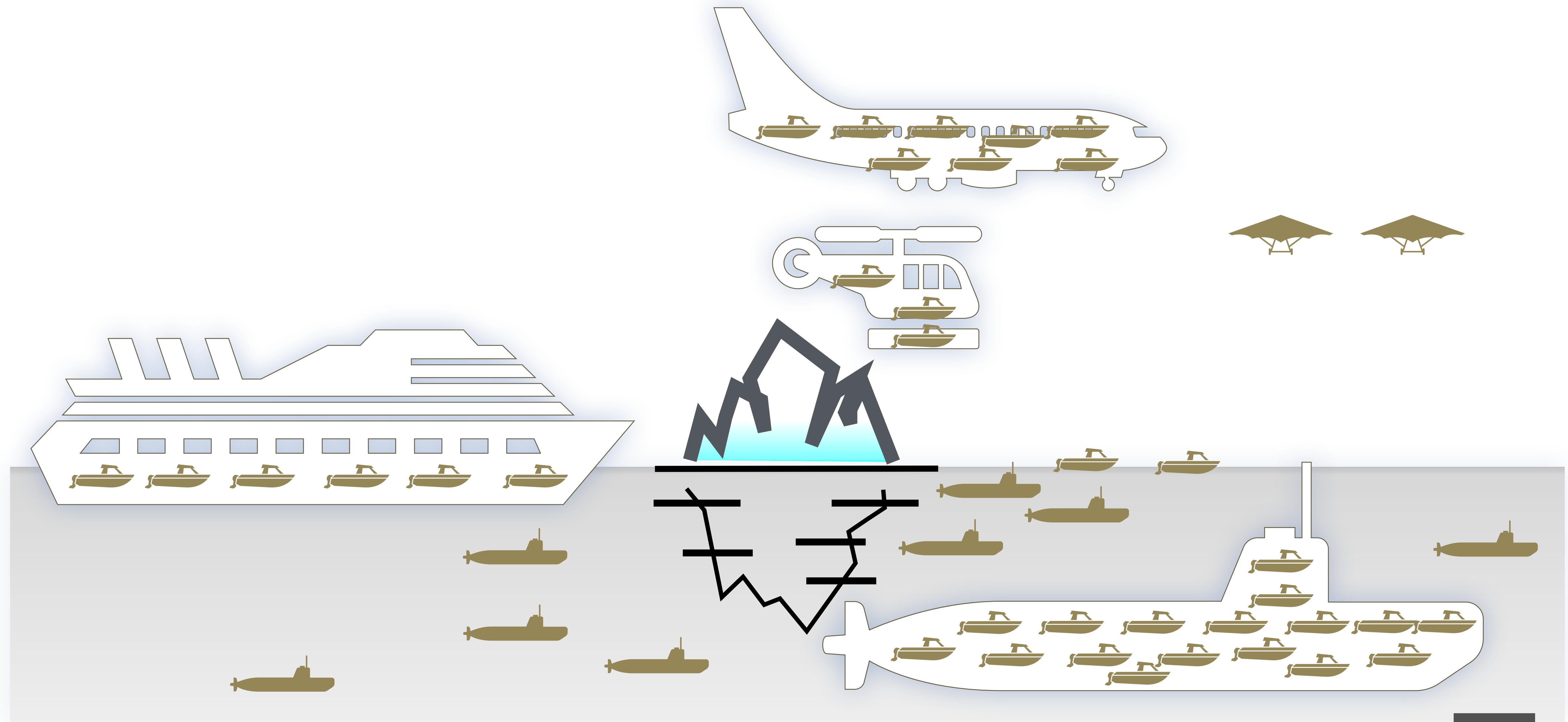


I team = I portfolio

“BIG” responsive organisations

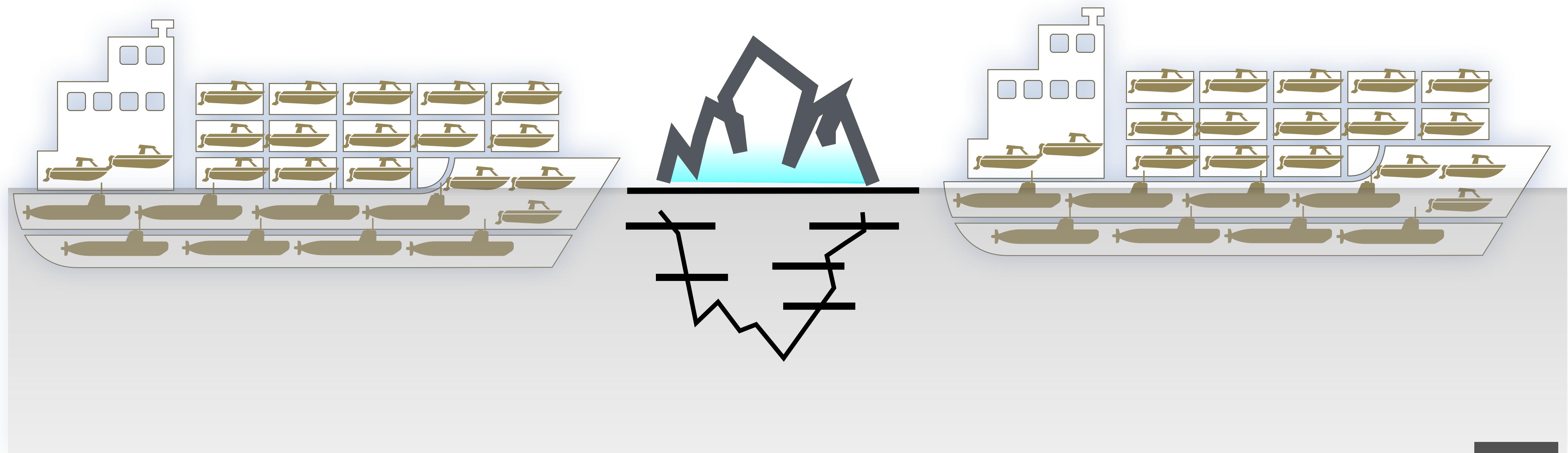


THE CONCEPT REMAINS THE SAME AS FOR SMALLER ORGANIZATIONS TO AVOID OVER PROCESSING WASTE.



next

THE “ORGANIZATION” EVOLVES TO ADJUST ITSELF FROM ONE CHANGE TO THE OTHER.



next

IS THERE SCIENCE
BEHIND THAT?



next

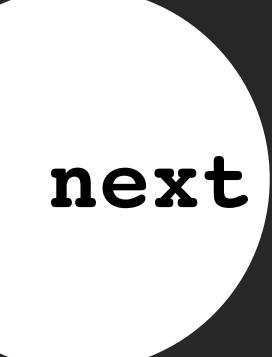
45



**“YOU CAN’T CONTROL COMPLEX
SYSTEMS. YOU HAVE TO RESONATE
WITH IT AND ADOPT A RESILIENT PATH.”**

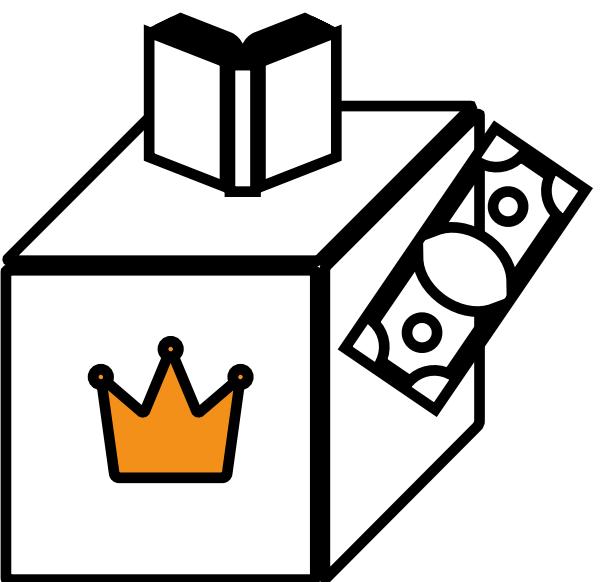
PR DR PETER KRUSE

IT IS COMPLEX SYSTEM THEORY



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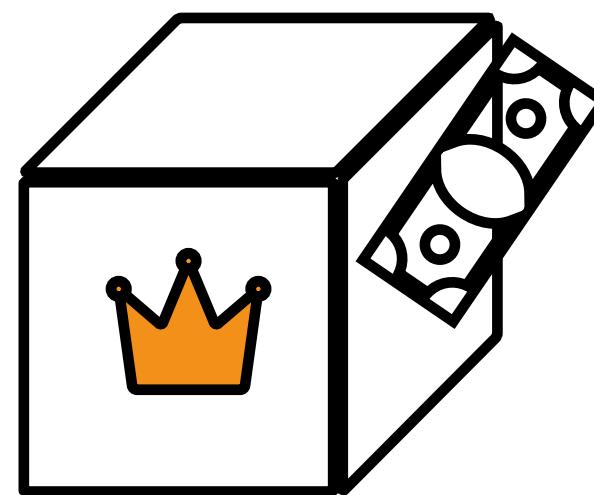
old times



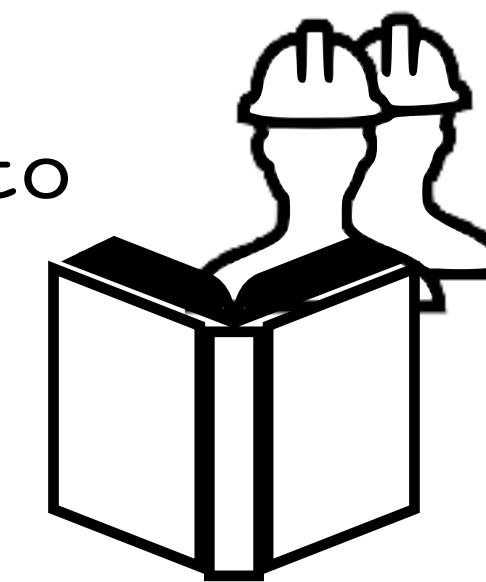
Leaders had the **knowledge** and the **funding**. They needed a workforce to execute their plan.



new times



Leaders have the **funding**. They have to deal with a **skilled** workforce to create value.





DECISION MAKING IN
THE NEW NORMAL IS
COLLECTIVE A
COLLECTIVE EFFORT



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IF YOU WANT MORE
OR TO LEARN HOW?

next

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**REGISTER TO THE 2021
DECISION MAKING
WORKSHOP**

[HTTP://BIT.LY/DECIDE2021](http://bit.ly/decide2021)

**HOW CAN I PREDICT THE
UNPREDICTABLE?**



WE ARE BRINGING
A SOLUTION TO
YOUR CONTEXT



52

my name is Pierre Neis

CAC5, CEST, CBAC, CSPPO, CSP, CSPO, PSM

author of

