# Week 09 Overview

## ****Decision Making, Negotiation and****

## ****Problem Solving****

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### Lesson Overview

This week we focus on some of the specific skills that support effective project leadership.  The techniques and tools that can help with solving problems, making decisions and negotiating appropriate and mutually agreeable compromises are critical to both leading a project effort involving multiple stakeholders and groups, and leading a team to a successful outcome.

### Learning Objectives

Students will:

* Understand leadership aspects that foster effective decision-making and problem-solving
* Be able to identify and select facilitation tools to help them successfully lead a team
* Study negotiation skills that lead to win-win agreements
* Learn how to prepare for a negotiation
* Be able to identify processes for effective problem-solving
* Apply communications skills to problem-solving

### Suggested Workflow

1.  Read Wysocki, p. 232 - 241 (Chapter 6, Establishing Team Operating Rules)

2.  Review Presentation 9-1 "Decision Making" (20 minutes)

3.  Review Presentation 9-2 "Negotiating Skills" (15 minutes)

4.  Review Presentation 9-3 "Problem Solving" (15 minutes)

5. Complete Problem Solving Exercise

6. Team Assignment: Work Breakdown Structure