



UNSW  
Sydney NSW 2052  
AUSTRALIA  
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# the Centre for Social Impact

## Executive Course

### Decision making for Third Sector CEOs

How decisions are made can reveal a lot about how an organisation is performing. Effective, efficient and responsive decision-making is at the heart of third sector organisations that deliver impact. However, decision-making can be difficult for reasons ranging from vague reporting structures to the complexities that naturally arise when an organisation is growing and more people have seats at the leadership table. The result is often wasted time, confusion, and frustration. Individually, everyone's intentions are good, yet the whole performs poorly. And in the worst cases, decision-making difficulties can create a climate of mistrust, and even undermine an organisation's mission.

What can be done? One way to address the issue is to diagnose the source of the problem by mapping out how difficult decisions are being made. Another is to map out how key decisions should be made going forward. This course shows how this can be highly effective; is easily adaptable to different situations, team sizes and types of organisations; and can improve culture.

#### Who is it for?

This course is for chief executives of Third Sector organisations. Senior executives will also find this critical, as will board leadership – particularly if the role of the board versus staff has been at issue.

#### The Focus

We will focus on improving how teams make decisions: what role each person plays, or not; who has the power to make the final call; and how to clarify for all how decisions are being made.

#### Benefits

You will learn how to improve decision making in your organisation: how your teams can make better decisions more efficiently and more responsively; and how this can improve the culture.

#### Leader

**Jon Huggett** is an advisor to chief executives worldwide, having run three companies and led three charities. His 25 years of experience span six continents, and included a number of years as Partner with both The Bridgespan Group and Bain & Company. His recent articles on decision making in nonprofits include "Who decides? Mapping Power and Decision Making in Nonprofits" (Nonprofit Quarterly 2008), and "RAPID Decision Making: What it is, Why we like it and How to get the most out of it" (Bridgespan 2007). (RAPID is a trade mark of Bain & Company)

Date	Duration 1 & ½ Day	Location	
<b>Sydney</b> Monday 19 October - Tuesday 20 October -	Day 1: 12pm – 8.00pm incl dinner Day 2: 9am – 2.00pm	<b>Sydney</b> UNSW CBD Campus Level 6, 1 O'Connell St, Sydney	
Code	Catering	Fee (incl GST)	Enquiries
20091019	Morning tea, lunch, afternoon tea, dinner	\$1045*	email <a href="mailto:csi@unsw.edu.au">csi@unsw.edu.au</a> tel 02 9385 9890

\*Scholarships may be available to some enterprises. Contact us for information.