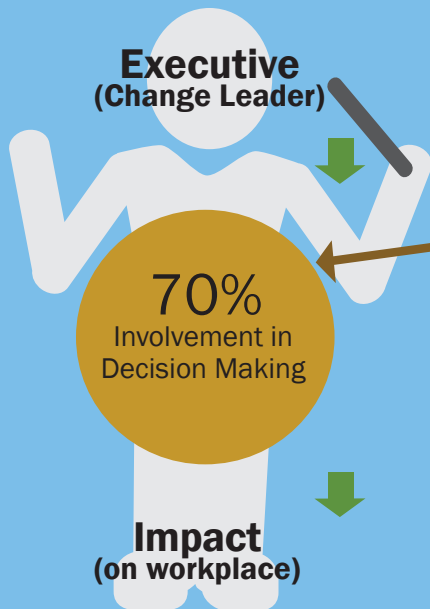


# Executive Decision Making (EDM)



The **more change** there is –  
– the **more decisions** to be made

Do your decisions have the desired impact?  
**Is your middle working?**

If you are into “**We have decided that....**”  
you have got it all wrong.

**EDM** is **not** problem solving

**Decisional Responsibility** is a  
key component of EDM

**EDM** is a 3-phase process involving Information-Approval-Execution (IAE). The process needs to be clearly led and implemented for Executive Decision-Making to be effective.

**EDM** requires the establishment of a coherent network of **Decisional Responsibilities** that should be a top priority of any organisation.

**EDM** is a must as Executives are often appointed without any formal training in a responsibility that should involve nearly 70% of their time. Most institutions fail to coordinate and align their decision-making processes.

**EDM** defines an executive decision as the generator of a “force vector” applied to the centre of gravity of a specific “target” mass of people. If the process goes wrong

or is not understood it has a critical effect on the “target’s” morale and the bottom line.

**EDM** is a learning experience provided as part of the Executive Office Academy Gold Suite. It can be delivered stand-alone or complemented by *Executive Leadership Awareness* and *Change Leadership* packages.

**EDM** may be applied to a C Suite, or within one or several functions, using customised training, coaching or mentoring approaches.

*EDM originated with Pierre Sarda whilst involved with the Apollo Program and has been refined in the 50 years following with extensive experience gained from consulting with over 200 CEOs and with inputs from a wide spectrum of senior leadership.*

**GETTING EDM RIGHT  
HAS A DIRECT IMPACT  
ON YOUR BOTTOM LINE.**

**EOA – Towards the High Performing Executive Office**  
**Web site: [www.execofficeacademy.com](http://www.execofficeacademy.com)**  
**Contact: [jallen@execofficeacademy.com](mailto:jallen@execofficeacademy.com)**