

Overview

In today's lean, flat organizations, it is everyone's job to effectively solve problems. And while analytical thinking skills may seem natural, they're not necessarily intuitive, and they don't come easily to many people. Analytical thinking and problem solving are foundational thinking skills that involve breaking things down into their component parts. They also involve deductive reasoning, drawing conclusions from givens and applying judgments to reach conclusions from a combination of evidence and assumptions. This seminar introduces you to fundamental thinking processes so that you can successfully analyze and solve a wide variety of business problems. Get these essential analytical thinking and problem-solving skills now to give yourself a powerful competitive and career advantage!

What you will cover

- Understanding how we think and reason
- Identifying underlying factors that explain why intelligent people do irrational things
- Using a four-part model for effective reasoning
- Balancing multiple conditions impacting a business situation
- Comprehending the foundations of conditional logic (if x, then y) and disjunctive logic (x or y), and when to use them
- Identifying the barriers and challenges to effectively using different kinds of logic
- Exploring the difference between logical analysis and facts
- Exploring the three aspects of probability and their application in business
- Moving from pieces to the big picture and creating/testing solutions
- Identifying common patterns to look for in data
- Comprehending the hypothetical method and its two stages: formation and testing
- Problem solving skills and first steps: seeing patterns, abstracting to models and developing hypotheses
- Using data to form and test a hypothesis
- Beyond fundamentals—moving from analytical thinking to critical thinking
- Applying the four components of analytical reasoning to a real-life work situation
- Tying it all together and forming your action plan

How you will benefit? You will:

- Learn a process for breaking down complex problems into their components and gain clarity around possible solutions
- Apply strategies and techniques to avoid emotional triggers that can impede your best thinking
- Explore how to generate solutions to atypical problems and then test the solutions
- Know how to accurately interpret probability and other methods for increasing certainty in your judgment
- Learn strategies for negotiating among variables and conditions
- Recognize the difference between rationality of purpose and rationality of process

Who should attend

Any individual who wants to be better equipped to face and solve today's complex business problems by using a foundational process for reasoning and problem solving.



Faculty

Dr Sasheedran RAMAN

Dr Sashee has effectively helped organizations improve performance through consultancy, coaching and training in the areas of leadership, emotional intelligence, critical thinking and sales. He has conducted numerous workshops with management teams in Malaysia, Singapore, China, Hong Kong, India, Philippines and the Middle East.

Dr Sashee also conducts various coaching and mentoring interventions with managers and leaders in corporate organizations. His expertise includes focusing on strengthening individual leaders Emotional Intelligence towards improved people leadership; and developing a comprehensive cognitive leadership thinking via Critical Thinking application tools.

Dr Sashee has also extensive leadership and sales experience, where as Marketing Head of a leading MNC, he successfully managed over 12 different products, and a team of 20 branch heads and over 100 sales people, grossing an annual turnover of USD30 million, for sales and distribution to both domestic and international markets.

Currently managing his own consultancy practice, Dr Sashee believes in making a difference in leaders and individuals thinking and behavior development through his personalized, practical and dynamic approach to make learning an enjoyable and valuable experience.

Dr Sashee is a Senior Trainer with the American Management Association (AMA) conducting management development programs in Philippines, Singapore and Malaysia. Dr Sashee is a certified administrator of the *Karl Albrecht Mindex Profiling Tool*. He is also a Certified *Neuro-Linguistic Programming (NLP)* and *Time-Line Therapy Practitioner from the American Board of Neuro-Linguistic (ABNLP)*. Dr Sashee is also the *Master Facilitator for Malaysia's Human Resource Development (HRD) Train-the-Trainer Certification* programs.

Among the organizations he has trained and consulted include Amway, Citibank Trade Services, BP-Petronas Acetyls, British American Tobacco (BAT), Strateq, Masterskill, Roshan Telecommunication-Afghanistan, Schering-Plough, Siemens, Maxis Mobile, CIMB Bank, GlaxoSmithKline (GSK) - *Singapore, Malaysia and Philippines*, BMW, Unilever-*Philippines*, Great Eastern, Royal Selangor International - *Singapore & Malaysia*, National Insurance Association of Malaysia (NIAM), Ministry of Defense (MINDEF)-*Singapore & Malaysia*, Malaysian Mosaics - *Singapore & Malaysia*, Newera Group- *Singapore, China & Malaysia*, SM Mall-*Philippines*, and Kuala Lumpur Stock Exchange (KLSE).

Dr Sashee holds a Doctorate in Business Administration (DBA) from University of Newcastle, a Masters in Marketing from RMIT University, and Bachelor of Management from University Science Malaysia (USM). His doctorate thesis was on the subject of the *Influence of Emotional Intelligence and Leadership on Employee Work Performance*.



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