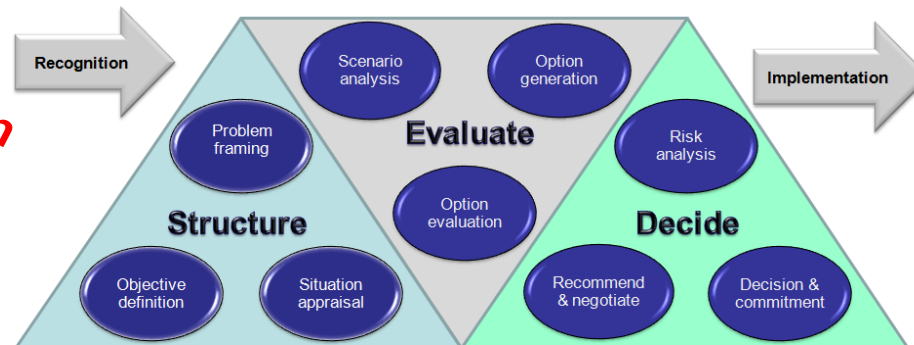


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The Genesis Decision Making Process

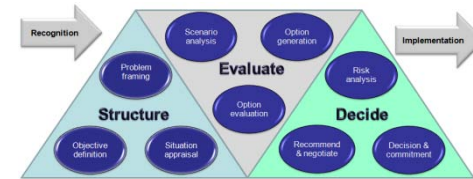
“Improving lives through better decisions”

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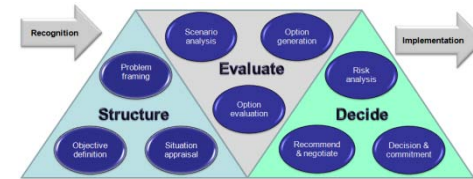
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Introduction



- This document offers an overall view and supporting details of the Genesis decision making process.
- It has been developed as a working document (rather than a presentation) to support the decision maker, decision coach or decision team in developing and following a logical and appropriate process.
- It includes a diagram of the overall process in addition to further details and a summary of each step.
- No strategic decision is exactly the same as another and so the framework should be used with “common sense” and adapted to the decision at hand.
- Furthermore, strategic decisions are complex by nature. If at any stage you wish to obtain support from Genesis Management Consulting, please contact Simon Gifford at sgifford@genesis-esp.com for a no-obligation, no-charge initial discussion.

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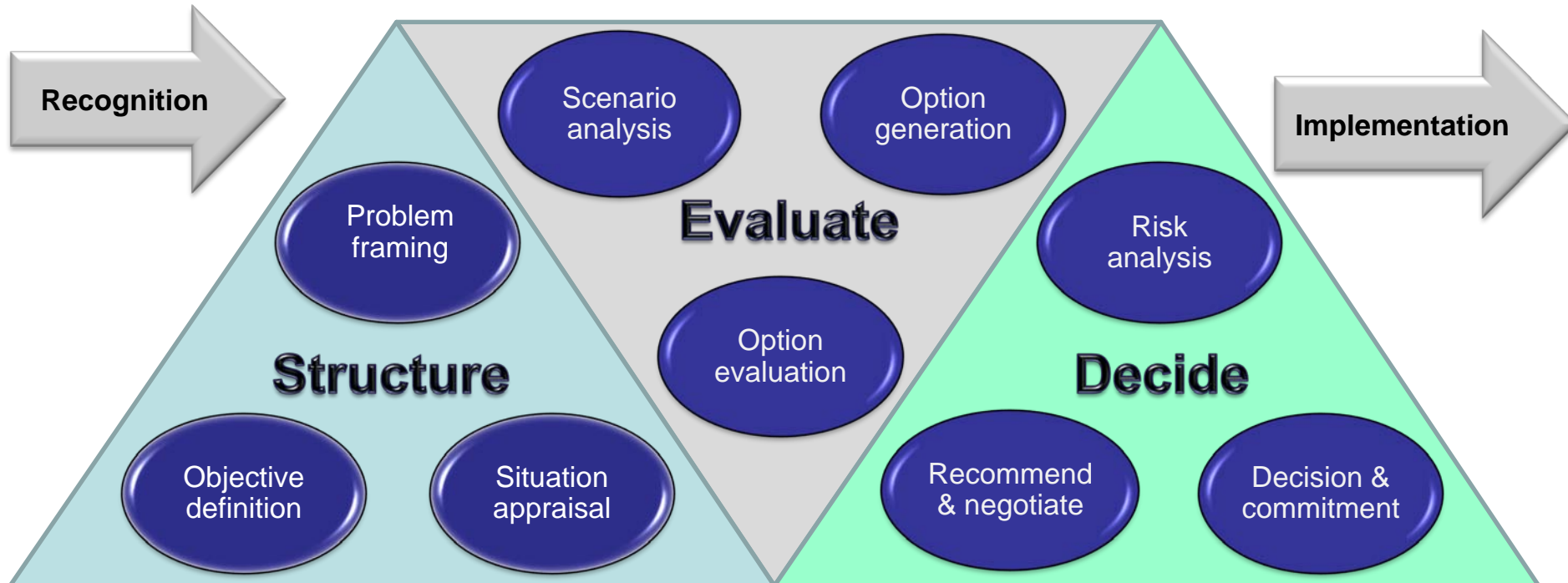
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Genesis decision-making framework

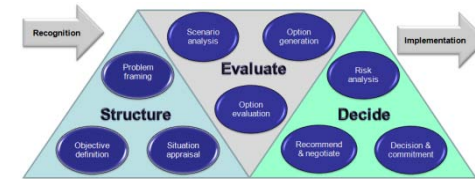


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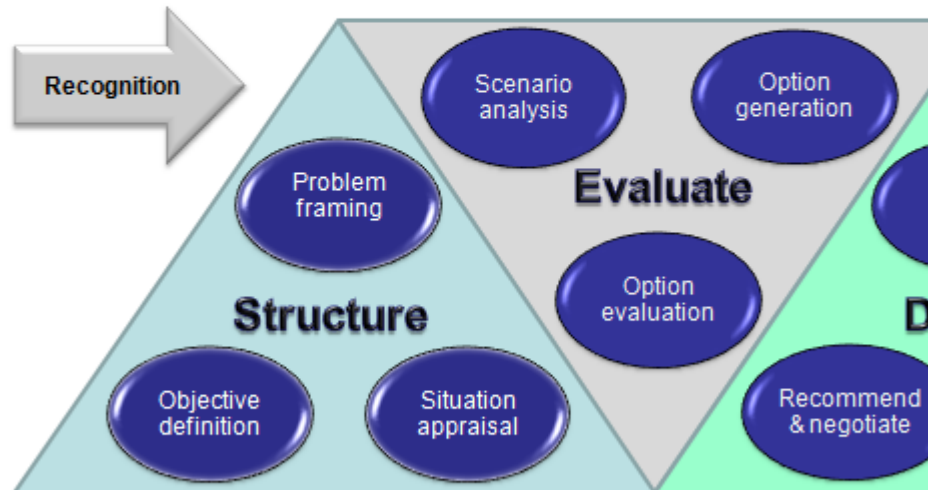


Note: although the framework appears linear nature, in most cases the process is iterative and interactive. Earlier steps may need to be revisited later in the process when new information becomes available.

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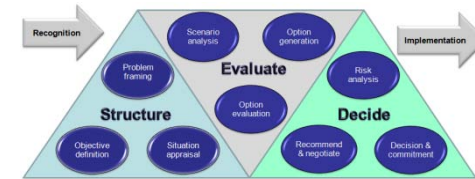
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Note: although the framework appears linear nature, in most cas iterative and interactive. Earlier steps may need to be revisited later new information becomes available.

Shows the Genesis Framework with all the steps

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Problem framing: best practice an

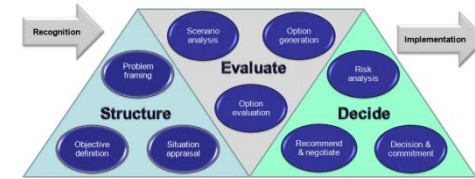
- Decision statement: describing the de
 - What are the events or issues that we
 - May be a mixture of cause and sympt
 - What is the background and history to
 - How did we arrive at this point?
 - What was the underlying problem?
 - What was the catalyst / trigger that igr
 - What is the impact on the organisation
 - Potential upside or downside if we get
 - What may it lead to (negative / positiv
 - Who does it impact?
 - Who does it not impact ie boundaries
 - What is the required timing
 - What is the position of the decision to be r
 - What is the nature of the decision
 - How can we ensure it positively

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***Each of the 9 steps
has one or more pages
describing best
practices and tips***

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Objectives Summary



Each of the 9 steps has a summary page describing the process, the possible tools and the outputs of that step

Process

Initial individual input
Summarise and workshop
Normalise and weight
Stakeholder input
Revisit framing if necessary
Communicate to decision-makers

Tools

Objective setting template
Stakeholder maps

Output

- List of object
- Weighting of
- Objective de
- Measuremer
- Likely impac

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