

Common Sense by Friday

How the Best Managers Improve Daily Decision Making

Do you want decision makers who are self-reliant, strategic and confident?

You can't afford to let your people navigate their way through work dependent on the menus in front of them. Daily decisions determine your organization's effectiveness. So what do the best managers do to ensure that their people are self-reliant, strategic and results-oriented?

Based on the research from Bob Wendover's forthcoming book, *Common Sense by Friday*, you'll leave this interactive session with the secrets for enhancing everyday decisions. How much do today's technology-dependent staffers cost you in time and profits? Turn your menu-driven thinkers into productive problem solvers.



- Explode the myth of multi-tasking.
- Establish a culture of critical thinking among technology-dependent employees.
- Reduce the "parade" in your office by instilling the 5C's of problem solving in your people.
- Inspire better decision making through "after action" sessions.
- Keep your people focused on making reasoned choices.
- Learn how one store owner retains his young people three times longer than the industry average.
- Use "alley rallies" to improve decision-making and reduce costs.
- Build instructional videos that save thousands of hours every year and add to the bottom line.
- Discover why "think-alouds" may be the best supervision strategy you implement all year.
- Battle safe decision syndrome and foster calculated risk-taking.

The bottom line . . .

Daily decisions determine your firm's effectiveness. Over-reliance on menu-driven thinking impairs productivity. Instill a culture of critical thinking in your team and add to your bottom line.

To check availability . . .

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What others are saying...

"FASTSIGNS is all abuzz about Bob!"

Claire Billingsley
FASTSIGNS International

"I know you had the attention of our members because I heard you quoted time after time throughout the rest of the convention."

Donna Stollfus
Rocky Mountain Association of Fairs

"You were a terrific success. Judging by the questions and number of people taking notes, your comments were right on target."

Henry Bergson
National Electrical Manufacturers
Representatives Association

"You definitely struck a chord with the audience. Excellent Job!"

Georgia Foley
Specialty Tools & Fasteners Distributors
Association

"I'll bet I had 15 people come up to me and express appreciation for what you shared."

Harry Norris
National Confectioners Logistics Council

About your presenter...

Bob Wendover has been researching and writing about workforce transition issues for more than 25 years. He is the award-winning author of *Figure It Out!*, *Business-to-Business Selling* and *the Emerging Generations*, *Crossing the Generational Divide*, *High Performance Hiring*, *Recruiting for High Performance*, and *Two Minute Motivation*, among other publications. He appears regularly in national and local media and has conducted more than 1500 seminars and workshops. But he's no "sage on the stage." He was conducting interactive keynotes way before the term was coined. That's the type of session at which Bob has become a master. He's spoken everywhere from the towers of Wall Street to the outback of Alaska. He will entertain you. He will inform you. But most important, he will provide tailored solutions that are easy to implement.



Bob Wendover

Clients Include

- Alegent Health
- American College of Healthcare Executives
- Association for Manufacturing Technology
- Chevron USA
- Children's Hospital Association
- Citigroup
- CITGO
- Colorado Rockies Baseball Club
- Construction Users Roundtable
- Dairy Queen
- Dematic
- Deutsche Bank, NA
- Energy Generation Conference
- FASTSIGNS
- First Trust Corporation
- IBM
- Idaho Power Company
- IGA -Supervalu
- Intel Corporation
- Kaiser Permanente
- KPMG
- Major League Baseball
- McLane
- Mighty Auto Parts
- Otter Tail Power Company
- Parker Hannifin
- Providence Health
- Salt River Project
- Sartorius
- Shell Oil
- State Farm Mutual Insurance
- Super 8 Motels
- University of Industrial Distribution
- Westar Energy
- And numerous associations, government agencies and educational institutions.