Advanced Framing Workshops

Framing problems correctly is an important driver of project success; many decision makers consider it the focal point of solving complicated business problems.

About the instructor

Rob Kleinbaum, the managing director of RAK and Co, leads the workshop. Rob has trained and developed professionals for the last 25 years. Many have advanced to senior leadership positions in their firms and others have become successful coaches. He has helped organizations face the toughest framing problems across industries and around the world. Rob is a Fellow of the Society of Decision Professional and a former member of its Board. Please contact us to discuss this topic further or to schedule training.

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RAK & Co is pleased to offer advanced training in framing for decision consultants, executives and strategists. This workshop is designed for people who understand the basics and want to develop more advanced skills.

The participants set the agenda, based on their specific needs but the topics often include:

- Framing the "hard-hard" problems; ones falling well outside the norms
- Uncovering hidden assumptions and world views of decision makers
- Creating new insight by surfacing unrealized connections and unused information
- Recognizing emotional hotspots and their significance
- Engaging difficult personality types in individual and group settings
- Integrating multiple methodologies, including "Big Data" and behavioral economics
- Surfacing and managing frames that challenge existing world views and / or interests
- Understanding the importance of implementation during framing
- Managing extreme organizational complexity during framing
- Recognizing the role of external stakeholders and the "extended enterprise" (partners, governments, NGO's, supply chain, alliances)
- Framing with international teams spread across multiple time zones, cultural styles and perspectives

Format

- One or two-day workshops for 5-10 people from your company, at your location of choice
- Each participant prepares a discussion of a problem he or she faces and circulates it beforehand to all. Led by the instructor, participants work through each case together
- Learning from each other and the instructor, participants learn to apply framing to a broad range of complex issues
- Participants develop an action plan for resolving their specific problem, skills for framing future problems and the ability to help colleagues to do so
- NDA protection assures security and privacy as your team works through real issues

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INTEGRATED BUSINESS SOLUTIONS