

HD* Problem Solving

Value proposition in brief

Business life is about solving problems and we need to become both more effective and more efficient, as an individual and as a team. HD* Problem Solving offers a proven methodology, which addresses the needs of corporations and professional firms. Participants learn by applying concepts to a specifically designed case simulation: learning by doing.

Qualifying Questions



- Do your people get lost in tons of analysis?
- Focus on marginal issues?
- Leave out key issues?
- Absorb too much management time?
- Struggle at communicating effectively their solution?

Key Benefits



- Better use of senior management time
- Focus on key analysis
- More independence
- Solid and structured solutions
- To-the-point communication

Target audience



- High potentials and fast trackers
- Professional firm employees
- Executives and Managers facing problem solving challenges

Key Concepts



- Problem definition
- Problem structuring
- Prioritisation
- Hypothesis testing and analysis planning
- Pyramid Principle communication
- Story lining and presentation of results

The approach



- Case based workshop of 3 to 5 days
- Specifically designed case simulation
- Action learning approach blending team work, case study and role play
- Over 2.000 people trained in 15yrs

Next Steps



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- rq@roberto-quaglia.com
- www.linkedin.com/in/quagliar
- Further reading:
 - The McKinsey Way (978-0070534483)
 - Pyramid Principle (978-0273710516)
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