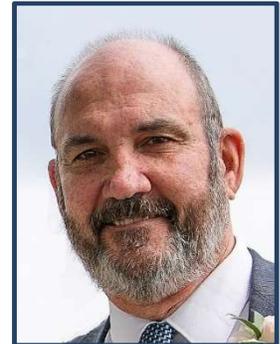


Risk and Priority Assessment Workshops with an Enabling Technology

As a management professional, you understand the challenge ...

There are ever-greater institutional and public pressures in-play to ensure that key programs and initiatives are risk-informed and results-driven. But often, when making risk-informed decisions – or establishing key business priorities – the challenge is "where do I get the data?"



Keith Murchison
Lead Consultant

I would expect that the people who have been chosen to work in your organization have been selected and developed to bring an important set of salient insights to work with them, each day. However, what is the right way to aggregate such "expert opinion" into risk and priority solutions which will stand-up to scrutiny and will allow the most effective possible decision-making?

Having worked in the risk management, planning and performance management arena for about 35 years, I've found that, often, the answer to these questions is to leverage the collective insights of your knowledge workers, in facilitated workshops; applying the well-recognized Modified Delphi Technique (per ISO 31010). I do this work using a custom-developed electronic risk and priority polling solution. This tool allows the risk and priority information – generated by the workgroup/ workshop attendees – to be assessed, analyzed and displayed, in real-time – increasing data integrity and adding significantly to the level of audience interest and engagement.



The data analytics associated with this approach can allow for you to determine, for example, that the likelihood of impact ratings – associated with a given risk – are viewed very differently by your engineers, versus your senior management, etc. Further, "the tool" can also be used to more coherently establish program, project or investment priorities, provide a better foundation for planning, evaluations, resource allocations, etc.

I can successfully deliver results, in this area, because:

- I have a solid background in risk management, planning, performance management and business analysis.
- I have had lots of exposure to the practical aspects of performing risk and priority assessments – and other evaluations, like those undertaken in your organization.
- I own and know how to operate an advanced risk and priority polling solution (basically, a purpose-focused [Audience Response System](#)), and
- I have the relevant security clearances, etc.



If you find this idea interesting – but a bit abstract – I'd be happy to bring this into focus, by providing you (and others you might wish to include) with a table-top demonstration of the tools I use, in this work; and a briefing on the outcomes which you might expect.

This is a better-than-average time to consider possibilities, in this area, because I am currently offering a 33% discount off our standard fee for this turn-key service – \$1,000 (normally \$1,500) – covering event planning, facilitation/ delivery and comprehensive, auditable-quality results reporting. This discounted fee applies to service agreements booked before February 15 and delivered before March 31, 2018. I would look forward to meeting with you.

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