

# SHARPE DECISIONS INC.

## FIRST QUARTER NEWSLETTER 2009



We, at Sharpe Decisions Inc. wish you a Happy New Year and hope that you had a safe holiday season.

If you are receiving this Newsletter for the first time, you gave us your contact information at a recent Conference.

The news about using Executive Workshop® for Risk Assessment and Control Self Assessment Workshops has been spreading and we have a number of new customers with systems. Geographically we now have clients in 22 countries and are happy to welcome you all to the Sharpe Decisions client family.

### AUDIENCE PARTICIPATION AND VOTING TECHNOLOGY

**Risk Assessment Strategies** and **Workshops** are being implemented in Government, Corporations and Associations around the world. For example: If twenty Risks have been identified in relation to a project they can be input into the voting software and voted on using Rating Scale criteria such as Impact and Likelihood. What would the Impact of this Risk be on our project if it came to pass? What is the Likelihood of it happening? Do we have the proper Controls in place? A histogram will appear immediately upon the close of the vote and the participants can see the “mean”, “median” and “standard deviation” on the screen.

Plotting the Impact & Likelihood vote results on the software’s X-Y Plot Heat Map makes seeing the “hot” risks simple. Discussion can then centre around the “Controls” which need to be put into place to diminish the level of the Risks. If required, the participants can then vote on the Impact & Likelihood of the Risks with “controls in place”. A 4-axis X-Y Plot can then show the change in the threat of the Risks before and after “controls”. At the same time, through the software database, a complete record of the decision process is being created and there is an audit trail showing why decisions were made.

Rank Ordering can also be used to run a Paired Comparison of every Risk against every other Risk – ending up with a prioritized list – highest Risk to lowest Risk. This style of voting is very useful if a number of Risks have similar “means” and need to be sorted.

If a number of Risks have a suspected Root Cause the group can also use the Modeling feature to identify whether or not there are Relationships between Risks. If the data and the final model show that one risk is the “cause” of others, the decision may be made to work on eliminating that problem, systematically removing or reducing the impact of the other linked offenders.

This process can prevent a great deal of talking around the problems and get to the work of sorting them out.

Voting technology allows for all members of a group to have an equal, anonymous say in the future of organizations, departments and communities. With the ability of one person in the room swaying the opinion or decision making process removed, participants feel that their time was well spent and that decisions were made in a democratic manner. Reports generated from the voting software means that results can be analyzed further after the meeting and posted on a Web Site, if appropriate. This allows for full disclosure of decisions which are important to a large number of people.

## [WEB DEMOS](#)

If you would like a “web demo” of Executive Workshop®, please let us know and we would be happy to arrange one. If you own a system and need a full training session on the software due to staffing changes etc., please contact us and training days will be arranged.

## [Available Keypad Hardware for Executive Workshop® Voting Systems](#)



Fleetwood World Wide



Fleetwood Mini



Clikapad CP37



Clikapad CP31

## **UPCOMING CONFERENCES**

We are exhibiting and/or working with speakers at the following conferences this year. Please stop by and see us if you are attending any one of the conferences listed below.

**ASQ – World Conference on Quality and Improvement**  
**Minneapolis Convention Center**  
**Minneapolis, MN**  
**May 18 – 20, 2009**  
<http://wcqi.asq.org/index.html>

**RIMS 2009 Annual Conference and Exhibition**  
**Orlando Convention Center**  
**Orlando, FL**  
**April 19 – 23, 2009**  
[www.rims.org](http://www.rims.org)

**IIA Governance, Risk and Compliance Conference**  
**San Diego**  
**August 24 – 26, 2009**  
[www.theiia.org](http://www.theiia.org)

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