Improve decision making while saving time and money

Save time AND money while achieving decision alignment

Acord.it

Decisions are inevitable. They have to be made, and they need to be right. So at Acord.it we have developed a complete solution to help groups of people formulate good decisions, cost efficiently and in good time.

What is your experience of meetings?
A. Enjoyable and efficient? Decisions are made quickly and easily?; or
B. The talk goes on for ages, mostly about things that we can agree on rather than things we don't!

You have meetings so items can be discussed and decisions made. However, an agenda setter will have a good idea of what they think the decision on each agenda item will be. So why not try and do something with that knowledge to make a meeting more efficient?

How do you judge a good meeting?

What if, as an agenda setter, you could test your predicted outcome before the meeting begins? If the attendees agree with you, they will be happy not to discuss the item and you shorten your meeting by achieving pre-meeting decisions. If they don't agree, you'll have a far better idea of the time needed at the meeting for discussion. Let's face it; what we all want from a meeting is a positive outcome to which we feel we have contributed!

So here's a second thought. How do we ensure in a meeting that everyone has participated and had their view considered, so that there is the best possible alignment behind a decision?

"What I try to do in meetings is to find the people who have not spoken, who often are the ones who are afraid to speak out, but have a dissenting opinion. I get them to say what they really think and that promotes discussion, and the right thing happens." **Eric Schmidt** CEO of Google [1]

Decisions! Decisions!

Firstly let's look at how we might get a group of people to agree on something:

How to get the best decision?

(a) Get them interacting.
(b) Have them consider some propositions.
(c) Either signify group agreement or vote on the proposals made.

Simple in theory - but much more complicated in reality!

If we are in a room with other people not everyone will be brave enough to contribute and some may be so much braver that they dominate the meeting. If you have the time, take a look at this article about a panel of surgeons in the USA recommending the approach of the loudest member. Type or copy and paste this text into your browser's address bar:
Guidelines Panel recommends approach of loudest member [2]

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So what does Acord.it have to offer?
Our Consensus Facilitators are available to help you. Their role is to work with you to implement an Acord.it decision alignment process. Acord.it has developed several methods that encapsulate industry leading decision techniques focused around the Delphi Process [3].

Our services can be used by **anybody** on **any platform anywhere** connected.

The Acord.it method supports different meeting styles such as remote meetings with an international group scattered throughout the world; local meetings by a group around a table or large meetings in a conference hall. Our Facilitator is on hand throughout, to assist and manage the process. What's more, our methods are fully adaptive and can be used by any group to find a consensus on any issue. And there's no lengthy setup process. Our Consensus Facilitator can configure our system during the course of any meeting, conference or presentation. A participant just has to have their own device connected either to the internet or our own server.
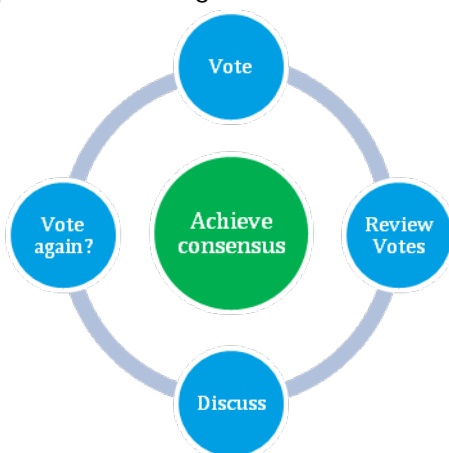
The strength of our solution is that because it employs Hyper Text Markup Language you can use any smartphone, tablet, notebook, laptop, PC or Mac with no need for any additional software or App. It can also be made absolutely secure using a purpose-built in-room server.

Why our solution is so good. We use the Delphi Process[3] to bring about decision alignment and consensus. What's that? It's an anonymous, informed, re-iterative, adaptive group consensus finding system.

Imagine seeing the ABCD 'Who Wants to be a Millionaire' votes table and then being able to change your vote if you want to. That's how Acord.it uses the Delphi Process

How is the Delphi Process utilised?
- First the group ponders an issue or question then chooses a solution and makes comments anonymously.
- The solutions and comments are then reviewed, discussed and the group can then choose again on the same issue or question.
- The process of seeing the choices that others in the group have made (but crucially not seeing who has chosen what) before choosing again, either leads to a consensus being drawn together or shows decision makers how dispirit a view the group has on the issue or question.

Why is Delphi ideal?
- It gives confidence and transparency in the decision making process
- It avoids the pitfalls associated with face to face dynamics in meetings.
- It provides for equality of influence.
- It allows ownership of a decision.

Why we are a service company

We believe better outcomes are not achieved just by implementing a clever methodology or employing state of the art software. Acord.it knows better outcomes are achieved when all stakeholders participate and are comfortable with the system and method used.

We provide a complete service, including expert personnel to help you along the way.

This is why Acord.it provides consensus facilitating personnel to assist at every event where Acord.it is used. They will ensure each participant is comfortable with both the process and the use of the software service. They will give training, support and management throughout the use of Acord.it.

We know that without help, decision systems may break down. It's why we're not just a software company, or a lobbyist for the Delphi Process, but a service company assisting your organisation to well-structured decision alignment.

What methods do we provide?

If your decision making group is international or based in different offices a Global Acord allows the group to access an electronic conference portal on their own internet connected device at the time of their choosing. They work through the various propositions or issues to be decided upon using the Delphi Process explained above in an e-consensus conference.

Local Acord is for a decision making group who are in the same room. Local Acord provides for round table discussion and decisions using the Delphi process. Because voting using Acord.it is anonymous, no undue pressure can be brought to bear so no member of the group can dominate the meeting. Finally the group will own any decisions collectively because everyone has participated in making them.

The third of our methods is Instant Acord which provides a feedback tool for conferences or large groups. It can be a comment collector, allowing delegates to give opinion on real time questions instantly. It allows for the observation of opinion as it develops during the course of a conference and can give access to the huge benefits of the predictive market when used to test decision implementation among a large group.

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With all our products we provide the necessary service to set up whatever Acord will suit your circumstances and we always provide a data, outcome and analytics report in pdf format as permanent evidence of the result of the Acord you have used.

Acord.it Decision Alignment Services

- are totally secure
- provide unique access for each participant
- do not hold data on client devices
- save time
- save money
- achieve the best outcomes

Consensus building solutions!

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References

(1) Manyika, J (2008) Google's view on the future of business: An interview with CEO Eric Schmidt. *McKinsey Quarterly*, 1, 136-138

(2) Andrew J. Vickers, PhD, Dphil, (2012) Authors and Disclosures *Medscape* posted: 03/16/2012

(3) Murray Turoff & Harry Linstone (2002) The Delphi Method: Techniques and Applications, *New Jersey Institute of Technology e-publication*