

HARD SCIENCE FOR HUMAN SKILLS

Analytical software and programs are in reality nothing more than a collation tool that gathers, formats and organises information for the purposes of making it easier to handle.

Conducting analysis involves far more than just conducting collation of information. It is a human process that requires the application of cognitive function as well as analytical tools. There is strong evidence to suggest that the application of this function to analytical process has been diminished somewhat over the past 10 years due to an increasing reliance on software. Unfortunately there is no software on the market that conducts true analysis.

As the limitations of software are realised and the levels of sophistication required of analytical output increases, so does the need for analysts to understand and refine their thinking styles and how they are applied. This program will provide participants with a unique opportunity to gain insight into how their own brain works through a rigorous and intense exercise based program that will challenge even the most critical or creative thinker. With less than 25% of the course involving lectures this course is a stand out when it comes to practical application.

## Feedback from this course speaks for itself:

- "The Exercise...the pressure simulation was excellent."
- "I pushed my conventional thought processes and pushed past others negativity to seek a way ahead. (Yes my head hurts)"
- "A must. Every analyst should be made to do this course. Compulsory!"
- "There are too many people in this line of work with no clear definition of what they do or how to do it effectively now I know why!"
- "Nothing good comes from an easy course."



### Who should attend?

Anyone who is required to do more than edit the output of analytical software. Practitioners who want to understand what non-software based analytical tools to use, when to use them and how to use them correctly.

Latest public course schedules, dates, prices and locations are posted at www.newintelligence.com.au

Private group courses are also available at fixed group rates.

# The Art & Science of Analysis



New Intelligence is the only company in Australia to develop non-software based, analysis-specific training - and the provider of intelligence analysis training to a number of Australia's mission-critical agencies and organisations

#### **Case Study**

The demand for experienced analysts of all types in the current environment has outstripped supply so many organisations and agencies are opting for potential analysts instead. There is one problem however, that both experienced and potential analysts suffer – managing the human aspects of analysis including uncertainty, ego, subjectivity, biases, and emotions such as fear.

Many of these aspects arise because analysts are expected to take information from the past and turn it into predictions about the future. The very nature of such work is problematic when the comfort that comes with high degrees of certainty is reduced or removed and analysts are required to provide product which may alter the course of serious decisions. Warren Buffet, arguably one of the greatest analysts of our time, clearly articulates the dilemma analysts face when he said, "...the rear-view mirror is always clearer than the windshield."

#### What is he talking about?

The clarity of hindsight means an analysts' work is always under scrutiny not normally associated with other type of work. In order to mitigate this pressure, practitioners require a clear understanding of analytical tools and their application. This program not only provides analysts with these vital tools, but a clearer understanding of how they can use them for the right situation, for the right outcome.

#### **BE BETTER**

## **Individuals**

#### - just for you

This course will provide you with the time, the space and the science to gain significant insights into how you think and why you do it that way. Quite simply we guarantee that completing the 5 day course will make you a better thinker. You will see things differently and you will reduce your uncertainty when dealing with any information.

"I have 10 years background in the psychology/psychotherapy field and I saw a lot of insightful, useful, intelligent comments and illumination to the class. The comprehensive application of this so effectively is rare. Not only did I know what was going on, I also know why, and how it shaped the bigger picture of the course"

# **Organisations**

#### - for your team or department

This course will change the way people in your organisation think. It has a proven track record of significantly high application on return to work and consistently results in modifications in the way participants go about their roles. This is a difficult course that not everyone enjoys but everyone remembers. If effective thinking is valued in your organisation this course will be beneficial. If your organisation relies on reliable and valid application of creative and critical thinking this course is absolutely vital.

"I think [presenter's] challenging and persistent style works. I would love to sit for another week. I am taking a lot back to my work." At New Intelligence we know that not everyone enjoys our training but everyone remembers it. We value science, experience, challenge, achievement and validation.

We believe in credibility, no easy passes, effort should be worth it and that everyone can be better.