

Real Estate Brokers- Strengthening Your Judgment in High-stakes Situations

• REAL ESTATE BROKER LEADERSHIP SERIES

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Strengthening Your Judgment in High-stakes Situations is a dynamic 3 hr-workshop to equip Real Estate Brokers and Association Leaders with essential tools for high-stakes decision-making. Through interactive exercises and discussions, participants learn to categorize decisions, delegate effectively, leverage diverse perspectives, and recognize personal biases.

This practical session provides Real Estate Leaders with immediately applicable frameworks to strengthen their judgment and create more empowered teams.

Broker Approved 3-hrs CE with GREC (79060)



DR. DANETTE O'NEAL

Learning Objectives:

By the end of this 3 hr C.E. Course, participants will be able to:

- 1. Identify the key components of sound judgment in brokerage leadership, including timing, ethics, risk assessment, and stakeholder impact.*
- 2. Recognize common judgment traps such as bias, overconfidence, and reactive decision-making.*
- 3. Apply a judgment framework to real-world scenarios involving hiring, partnerships, investments, and legal dilemmas.*
- 4. Practice decision-making in case study breakouts, strengthening critical thinking under pressure.*
- 5. Develop a personal leadership checklist to guide consistent, thoughtful decisions moving forward.*

TO BOOK A COURSE



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Business