

Decision Clarity Scan

Product sheet

What actually needs to be decided here?

For organizations and investors where analysis is available, but the real decision remains implicit. Robert Picauly Advisory makes the choice, risks, timing and accountability explicit so management, board or investment committee can act.

When is this relevant?

- An important topic returns in several meetings without real progress.
- There is enough analysis, but it remains unclear what exactly must be decided.
- Stakeholders look at the same problem but describe different choices or risks.
- A board, management, CFO or IC moment is approaching while the decision question is not yet sharp.

The problem solved

Organizations rarely get stuck because they lack analysis. They get stuck because the real choice is not made explicit. Reports, models and scenarios exist, but the decision keeps returning because nobody formulates what must actually be chosen.

Visible symptom	Underlying decision problem	Impact
Recurring discussion	The real choice remains implicit	Delay and decision fatigue
More analysis requested	Analysis substitutes ownership	Scope creep
Stakeholders disagree	No shared frame for risk and timing	Internal blockage
Board/IC timing approaches	Decision is not yet decision-ready	Governance and reputation risk

What does the scan deliver?

Output	Meaning
Decision Friction Diagnosis	First diagnosis of where the decision is stuck.
Decision Clarity Map	Overview of choice, options, risk, timing, owner and dependencies.
Decision Sprint Advice	Advice on whether a short sprint is needed to prepare the decision.
Board / IC Decision Pack Outline	Outline of what is required for a formal decision.

Approach

Step	Question	Output
1. Identify friction	Where is the decision stuck?	Decision friction hypothesis
2. Make the choice explicit	What actually needs to be decided?	Clear decision question
3. Connect risk	Which risks change the choice?	Risk and impact map
4. Set timing	By which moment must this be decision-ready?	Decision calendar
5. Structure the decision	What must be on the table?	Decision memo outline

Who is this for?

- CEO, CFO, COO, executive team or board.
- Head of Strategy, investment lead, program director or corporate development.
- Private-equity deal team, operating partner or investment committee.

Call to action

Schedule a 20-minute Decision Clarity conversation. The aim is to establish whether there is a concrete decision moment, who owns the choice and what decision structure is needed to create progress.