

Every organization is the sum of its decisions, yet most lack a consistent process for making them. High-stakes choices often fall prey to cognitive bias, loud voices, and the relentless pressure of the “urgency trap.” *The Decision-Making Blueprint* offers a transformative path forward, introducing the Allovance method to bridge the divide between intuition and logic. Follow this five-step framework to quantify the subjective and align every resource allocation with your core mission. By mastering the sequence of strategizing, sorting, scaling, scoring, and selecting, you can replace boardroom friction with data-driven consensus. Stop guessing and start deciding—your organization’s success depends on the blueprint you follow today.

“The magic happens when a roomful of people with different perspectives agree on priorities among a complex set of decisions. This book provides the guidance and evidence to make better decisions in real time. This process will shepherd you through your decision-making efforts as it has done for us.”

—**Paula Sorrell**, Associate Vice President, Innovation & Economic Development, George Mason University

“The Allovance method completely transformed the way I approached community development planning. It’s the most effective tool I’ve found for aligning resources with strategic values and staying focused on what truly matters.”

—**Chris Lussier**, State Administrative Manager, Michigan State Housing Development Authority

“Sherif’s book provides a clear framework for capital planning. This book allows us to step back from reactive decision making and consistently prioritize the work that most improves system performance and resilience. It aligns engineering, operations, and leadership around linking projects to strategic outcomes.”

—**Mark Mroczynski**, President, FirstEnergy Transmission

“I have seen Allovance in action at the state and local level and the impact it has made. This book is foundational for states, cities, and municipalities to make data driven decisions around their budgets and selecting projects and initiatives that actually move the strategic needle forward. This book is a must-read for anyone who wants to implement a proven process around decision-making especially when taxpayer funds and critical government services are on the line.”

—**Jeff Bankowski**, Partner Guidehouse and the Former Chief Performance Officer of the State of Michigan



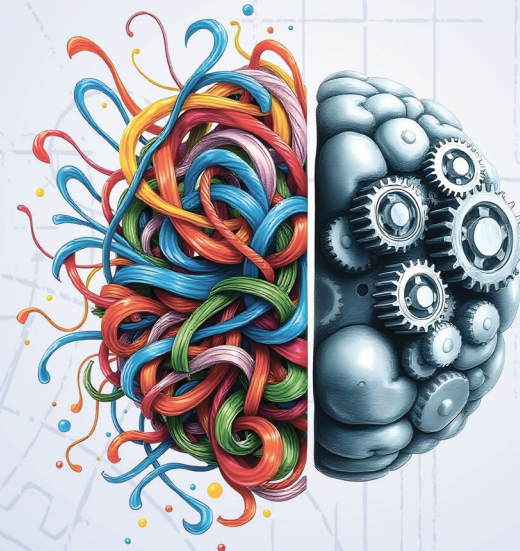
Dr. Sherif Farghal holds a PhD in construction engineering and management from the University of Michigan. His academic research and over 30 years of experience leading Pyramid and Pyrovio Consulting formed the foundation of the Allovance methodology and software. An internationally recognized thought leader, Dr. Farghal helps organizations align critical project decisions with strategic priorities for sustainable growth. He remains passionate about providing premier decision guidance to both emerging and established businesses.

THE DECISION-MAKING BLUEPRINT

SHERIF FARGHAL



THE DECISION- MAKING BLUEPRINT



How To Build A Process For Business Decisions
That Works Every Time

SHERIF FARGHAL