

Life. Fun. Purpose.

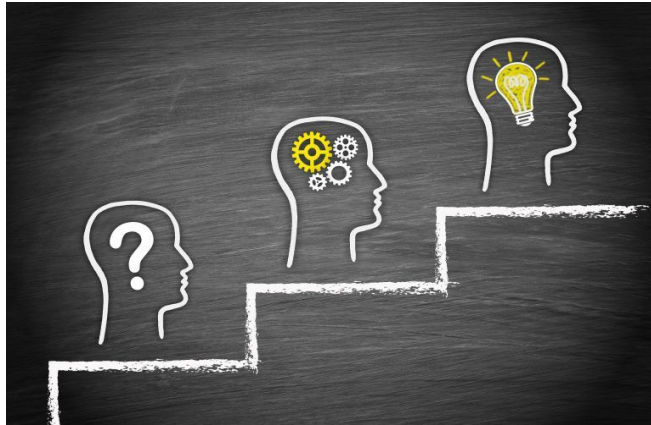
With Purpose Coach Fawn Miller

Module 11.5

Call #31:

Decision Making

Navigating Life's Opportunities



Let's begin with exploring some basics. These questions might seem obvious, or maybe even silly, but bear with me - there is much to be gained from starting from the ground up. Please take a few moments to consider what comes up for you in response to the following questions:

- **What *IS* “decision-making”?**
- **What does it mean to “*decide*”?**
- ***WHY* do we make decisions?**
- ***HOW* do we make decisions?**
- **What is “choice”?**
- **Are decisions *really* a necessary part of life?**
- **Is there such a thing as a “*wrong*” decision?**

DECISION-MAKING: FUNDAMENTALS

WHAT IS “DECISION-MAKING”?

- In psychology, **decision-making** is regarded as the cognitive process resulting in the selection of a belief or a course of action among several alternative possibilities. Every **decision-making** process produces a final **choice**, which may or may not prompt action.
- **Decision-making is the process of identifying and choosing alternatives based on the values, preferences and beliefs of the decision-maker.** ([wikipedia](#))
- A person that follows a prescribed course of action that has been mandated by policy, process, standard, regulation, or law has **NOT** made a decision.

WHAT DOES IT MEAN TO “DECIDE”?

“Decision” and “Decide” defined:

A. Decision:

- a. The act or process of deciding (**Conscious Reasoning**)
- b. a determination arrived at after consideration (**Conscious Reasoning**)
- c. a report of a conclusion (**choice**)

B. The word “**Decide**” comes from the Latin word “*decidere*” which means **TO CUT OFF**.

The definition of “**Decide**” is:

- i. to arrive at a solution that ends uncertainty or dispute
- ii. to bring to a definitive end
- iii. to induce to come to a **choice**

So **decision-making** occurs when **Conscious Reasoning** (discussion, deliberation, analysis, and consideration of possibilities, factors, and consequences) gives rise to **all but 1 THING** being “*cut off*”, and a **DECISION**, and thus a **CHOICE** is made.

So, WHY do we make decisions?

- *Decision-making can be regarded as a problem-solving activity yielding a **solution deemed to be OPTIMAL**, or at least satisfactory.*

It is therefore a process which can be more or less rational or irrational and can be based on explicit and/or tacit knowledge (information that cannot be explained or learned verbally) (usually both) and beliefs. Tacit knowledge is often used to fill the gaps in complex decision making processes. ([wikipedia](#))

But “Optimal” or “Satisfactory” based on what? Why?

DECISION-MAKING CRITERIA + METRICS

- **CORE VALUES**

- The guideposts!
- Replace what others think
- **True confidence**

- **Objectives and Desired Outcomes:**

- Why do I feel like I need to make a decision?
- What's the point or purpose?
- IS there a desired objective or outcome?
- If so, how "important" is it? Why?

- WHY do we want this outcome?
 - **Goals + Visions** (*short and long term*)
 - What will it do for us?

- **Emotions**

- **Needs**

- **Considerations**

- Factors
- Pros and cons
- Who will this affect?

- **Possibilities**

- **Consequences**

- **INTUITION / HIGHER-SELF / UNCONSCIOUS!**

- ***Most of the time, we KNOW which decision to make, but we don't always listen!***
- Instinct
- Gut feeling

SUPER HELPFUL TIPS

- **Many decisions are not “once in a lifetime” decisions:**
 - If we go with A and it doesn’t work out, we can regroup based on what we’ve learned and go with B, C, D, or whatever else
- **Decisions that ARE “once in a lifetime” decisions (about 7 or 8):**
 - Are often not “Life or Death”
 - Are “recover-from-able” if the outcome isn’t optimal
 - Learning experiences
 - Inform the opportunities that we CREATE and seize in the future
- **One Decision at a Time:**
 - Often, we find ourselves comparing TWO or more different options
 - **It is best to assess ONE option in consideration of CORE VALUES, desired outcomes, the “3 Most Important Questions” and any of the other relevant criteria from the list above.**
 - Two houses example
- **If it is a “close match” oftentimes there ISN’T a “better” option!**
- **Pro’s and Con’s are NOT equally weighted!**
 - [Decision-Making Matrix](#)
- **Put things in perspective:**
 - How important is this decision *REALLY*?
 - Remember, you are on a life-bearing rock, spinning through space, traveling thousands of miles per hour in the middle of the Universe. Is this decision THAT big of a deal?

- **Afraid of regret?**
 - Read Chapter 15 in “Feel the Fear and Do it Anyway” - “*How to make a no-lose decision*”
 - Read “*How to Stop Worrying and Start Living*” - Dale Carnegie

- **REMEMBER: We can’t see the future. Period.**

- **If avoidable, DO NOT make important decisions when you are in a bad mood, emotionally charged, under the influence, or feeling peer-pressured.**

- **Which decision will serve the greatest good and benefit the most?**

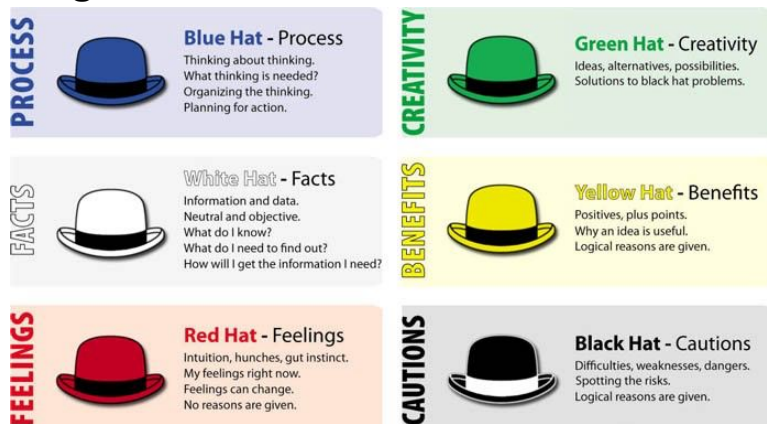
- **“Opportunity Cost” can cause “Analysis Paralysis!”**
 - Aside from evaluating “cons” try not to obsess about FOMO or missing out on the other option. Stay present in THIS reality.

- **Once you’ve made a decision *stick with it*, and avoid getting sucked into “what if...” thinking**

- **What advice would you give a friend in *your* situation? Why?**

TOOLS

- **Core Values Exercise** (Module 2)
 - Here's [a great article](#) as well
- **Research and gather as much information as possible**
- **Decision-Making Matrix with Weighted Values**
- **Simulation / Surrogation** (Module 10)
- **Muscle testing**
- **“Future Remembering”**
 - Imagine yourself 3 years from now, *exactly* where you want to be in your life, doing *exactly* what you want to do, with the people that you want to be around.
 - Imagine yourself “remembering” how you got there...starting with today (actual today)
- **Negative Visualization - simulating and *facing into* the FEAR**
 - What *could* go awry and how can you prepare?
- **Reflect on the past:**
 - When have you made difficult decisions before?
 - How have you done so?
 - What did you learn?
- **Get a Tarot Reading from Melanie! :)**
- **The “6 Thinking Hats”**



WHAT IF I CHOOSE SOMETHING THAT TURNS OUT TO NOT BE OPTIMAL?

- **Learning:**
 - How did this happen?
 - What might have produced a different result?
 - What have I learned?
- **How to know when to “Pivot”:**
 - Accept and *embrace* that “Pivoting” is not only OK but NECESSARY!
 - Shift the goal from “sticking with the plan” or “perfection” to *growth and learning*
 - MOST often our hypothesis is not 100% correct and we need to change directions!
 - Assess your metrics, thresholds, and desired outcomes
 - If you “run” the “test” (aka the Decision) it’s time to assess and “Pivot” based on what you’ve learned
 - This reduces or does away with *regret, caring what other people think, and second guessing* because you know that the “Pivot” was made on the basis of those factors and NOT arbitrarily or because of difficulty
- **Give yourself *permission* to focus on, and embrace YOUR values, decisions, and process**
 - Remove external opinions if not helpful for growth and learning
- **Remembering that we are human**

GROUP EXERCISE!

Round Robin:

PERSON "A" → PERSON "B"

- 1. What challenges or confusions have you had about Decision Making?**
- 2. Which one of the TIPS and/or Tools from above stand out as being something that will be helpful to keep in mind?**
- 3. Which one of the TOOLS from above stand out as being something that will be helpful to use?**