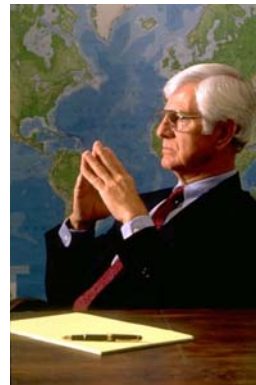


Making Winning Decisions



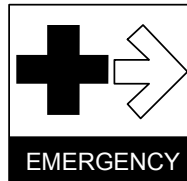
Ways to Make Decisions

- Gut/Intuition
- Fact Gathering
- Consult “Expert”
- Share Decision
- Let Others Decide



What Kind of Decision is Needed Here?

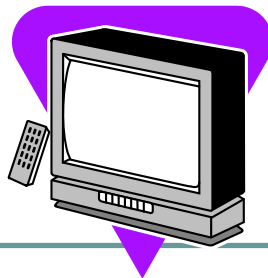
- You are walking down the hall and a woman in front of you collapses.
- You run up, kneel down and discover she's not breathing.
- You know CPR.



- ✓ Gut/Intuition
- ✓ Fact Gathering
- ✓ Consult "Expert"
- ✓ Share Decision
- ✓ Let Others Decide

What Kind of Decision is Needed Here?

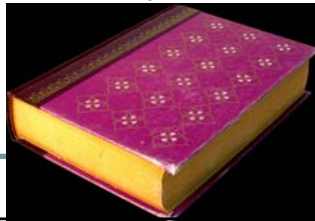
- Your husband has given you a nice check for your birthday.
- You really would like a new TV.
- You have enough money to buy one.



- ✓ Gut/Intuition
- ✓ Fact Gathering
- ✓ Consult "Expert"
- ✓ Share Decision
- ✓ Let Others Decide

What Kind of Decision is Needed Here?

- You belong to a book discussion group and the group is deciding on books to read for the year.
 - ✓ Gut/Intuition
 - ✓ Fact Gathering
- You really don't have any recommendations.
 - ✓ Consult "Expert"
 - ✓ Share Decision
 - ✓ Let Others Decide
- The group always picks books you like.



How People In Charge Make Decisions



- Direct
- Collaborate
- Team Decisions
- Delegate

Key Decision Making Factors

- Understanding of Issue
- Adequacy of Info
- Importance
- Effect on Others
- Urgency



- ✓ CPR
- ✓ TV
- ✓ Book Club

Method for Hard Decisions

- Pros – What are all the positive results?
- Cons – What are the negative effects?
- Interesting – Implications and possible outcomes [+ or -]



Score Each From 1 to 5



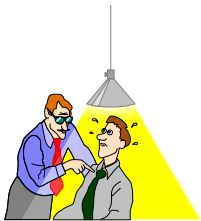
+ Pros
+ Cons
+ Interesting

- Based on importance to you
- Then add all the pluses and minuses
- Plus – go for it, negative, don't

Sample Decision



Should I apply for this very attractive attorney position in Richmond Virginia?

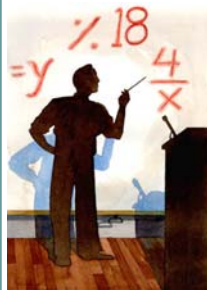


Should I ask for a transfer to another unit to get away from my supervisor?

Think of a Decision You Need to Make



Weigh the Pros and Cons



Plus	Score	Minus	Score	Interesting (+ or -)	Score
Total					
Grand Total					

Summary – Ways, Factors, Method

- ✓ Gut/Intuition
 - ✓ Fact Gathering
 - ✓ Consult “Expert”
 - ✓ Share Decision
 - ✓ Let Others Decide
- Understanding of Issue
 - Adequacy of Info
 - Importance
 - Effect on Others
 - Urgency



•Pros
•Cons
•Interesting
Total the Score