

Unit #1 Decision Making / Lesson #9

Gathering Information: Predicting Outcomes

PURPOSE: The purpose of this lesson is to predict outcomes, based upon the alternatives, in a decision-making/problem solving process.

OBJECTIVE: Upon completion of this lesson, the participant will:

1. 100% of the time identify the second task in the second step of gathering information strategic decision-making is predicting outcomes positive and negatives:
2. 100% of the time list at least three (3) of the potential positive outcomes to the five (5) major decisions they have identified.
3. 100% of the time list at least three (3) of the potential negative outcomes to the five (5) major decisions they have identified.

PROCEDURE:

1. Read and consider the following:

In this second task of the second step in a decision-making/problem-solving process is where you don't need to break out your crystal ball, tarot cards or go see a psychic to reasonably predict the outcome(s). If you choose one of these methods, go see a psychiatrist!

You don't need to go online or break-out an old college textbook to look up some complex mathematical formula for probabilities, then again depending upon the problem and the desired outcome you seek, this may be necessary and a wise thing to decide to do. Thus, you have another decision to make, don't you?

Often, when we are attempting to predict outcomes, we find in doing this second task in the second step of decision-making/problem-solving there are smaller decisions to be made. These can either be refining the alternatives you identified and pursued and/or further refining the problem(s) and their factors.

However, for general purposes, all you need to do, all you can do, all you are required to do is to determine what is reasonable to foresee to be the outcome, based upon the alternative it is founded, as it relates to the problem you need to solve or decision you need to make.

Sometimes an outcome may be based upon two of the alternatives. When this occurs, simply go back to your alternatives and identify what factor(s) may be in relationship to both of them. You probably will then see you overlooked some advantages you may have.

Of course there may be something unforeseen that happens and if your decision is in a fluid situation, then simply keep your eyes and ears open and your mouth shut and observe. Be flexible in refining your alternative and defining the problem(s).

Predicting outcomes often is as simple as do not put your hand into the fire, because if you do, you will get burned! Here predicting the outcome is common sense, as is most of the

time when you attempt to predict the outcomes from a decision you made, based upon the problem as you understood it and looking at all of the alternatives you had identified.

Also, as human beings with our fears of failure and loss, we tend to look at and give the greater focus to the potential negative outcomes. This is reasonable to do, because the negative outcome is what you wish to avoid and you wish to control to assure you've made a good decision and have the higher chance/risk for a good outcome.

However, you cannot ignore the potentials for a good outcome and take those measures/behaviors which increase the odds for you to have your good outcome. Sometimes, when your positive attitude and outlook is a component or ingredient in whatever problem solving you are undertaking, this is where the "Power of Positive Thinking" may indeed prove to be a vital component. You may find you are then subconsciously taking the necessary steps to insure a positive outcome and making your desired positive outcome a self-fulfilling prophesy.

Just protect the downside and be keenly observant. That's all you or anybody can do.

2. Complete the following exercises:

A. Think of the five (5) major decisions you listed in lesson #5 and answer the following:

1) Decision #1: _____

a. Positive Outcome #1 _____

b. Positive Outcome #2 _____

c. Positive Outcome #3 _____

d. Negative Outcome #1 _____

e. Negative Outcome #2 _____

f. Negative Outcome #3 _____

2) Decision #2: _____

a. Positive Outcome #1 _____

b. Positive Outcome #2 _____

c. Positive Outcome #3 _____

d. Negative Outcome #1 _____

e. Negative Outcome #2 _____

f. Negative Outcome #3 _____

3) Decision #3: _____

a. Positive Outcome #1 _____

b. Positive Outcome #2 _____

c. Positive Outcome #3 _____

d. Negative Outcome #1 _____

e. Negative Outcome #2 _____

f. Negative Outcome #3 _____

4) Decision #4: _____

a. Positive Outcome #1 _____

b. Positive Outcome #2 _____

c. Positive Outcome #3 _____

d. Negative Outcome #1 _____

e. Negative Outcome #2 _____

f. Negative Outcome #3 _____

5) Decision #5: _____

a. Positive Alternative #1 _____

b. Positive Alternative #2 _____

c. Positive Alternative #3 _____

d. Negative Outcome #1 _____

e. Negative Outcome #2 _____

f. Negative Outcome #3 _____