

Unit #1 Decision Making

Overview



We all are constantly making decisions. Many are so automatic, we don't even think or are we aware we are making decisions.

In addition to those which we do without even thinking (*sometimes the types that get us into trouble*), we make little decision, with little or short-term consequences and yes those with long-term and great consequences, which have us deliberating and often under stressful conditions. And the more stress, the more difficulties there are in making the decision and solving the problem.

Stress and worrying are NOT part of the decision-making process. They are barriers to it. And remember: *"It is never time to panic. It is either too soon to panic, or too damn late to panic. It is never time to panic!"*

Often in major decisions with profound consequences, we don't know what to do or even where to begin. After this unit we will, or at least have a start on it, because making good decisions takes having an objective and logical framework, because practice and building your confidence in your decision-making skills can only increase by being the product of a history of making good, well-informed, and objective decisions.

What if you make a good decision and still have a bad outcome? Hey, this happens. You can make a good decision on which restaurant to take you new love interest to impress them, but have a bad outcome, because your EX showed up there, shows up with your best friend who advised you to leave that miserable !&@\$%#**; or worse yet, unknown to you, she started a new job there! How did you know or how could you possibly reasonably foresee this could happen? Or maybe in your information gathering step of your decision, you didn't do your due diligence and consider all factors and risks.

But in having a very objective and well-informed decision-making process will generally and most likely result in making good, satisfying, beneficial and prosperity yielding decisions and you will be able to do so without all of the stress that doesn't help in the problem-solving process, which in contrast, is almost always complicates it, if again not in need a barrier to it.

Many times people will take a piece of paper, draw a line down the middle and put the positive alternatives/desired outcomes on the left side and the negative alternatives and outcomes on the right side. This sometimes gives us the answer and helps us to visualize. It can even help us to define the problem better, but this is not a true decision making or problem-solving process.

This simplistic process doesn't give us all of the information we need to make this, subsequent and future decisions, the tools we need to learn how to make better decisions, and how to more effectively solve problems where we are satisfied with the outcome and much calmer during the decision-making process.

As a matter of fact, doing this is only task #2 & #3 in the second step of decision-making and problem-solving problem, which is the gathering information. This skips the first and most important fundamental and foundational part of decision-making identification of the problem. Is the problem you are trying to solve the true root problem, or is it a simple manifestation of a much deeper and larger problem, therefore it is only a mere symptom.

Decision making is also synonymous with problem-solving. In fact, you cannot solve a problem without making one or more decisions. This is why the first step in every decision, notably major decisions, is identifying and defining the problem, along with who really has the problem and yes recognizing those situations where someone is the problem and this includes ourselves.

Then you can list the alternatives and predict the outcomes both positive and negative. But what of considering the risks? What about the plan? Are there other decisions to be made first? What are the limits(s) on the decision? What are the type(s) of limits on this decision? How much control over the decision do you have?

In this unit, we are going to look at the basic mechanics of decision making, devoid of emotions and value systems, whether they be personal, community or cultural value systems and we are going to leave attitudes out of our mechanical look at decision making. We are going to look at decision making and problem-solving processes in objective behavior terms. We will add these complexities into the soup or alchemist's pot later.

We are going to start with the basic nuts & bolts of decision-making and problem-solving, so we can build upon this later, then adding all of the muscle and flesh to this framework.

You CANNOT proceed through this course or learn how to make decisions and solve problems using the T.E.A.M. Approach, unless and until you FIRST complete this unit and you know and you are able to recite the 3 basic decision-making limits, the four fundamental level of decision-making control, and the five basic methods of making a decision.

You CANNOT then add values, goals, or any component of the T.E.A.M. Approach without first having the firm foundation in the cut & dry objective process of decision making. You can't decide on what a value is, what your values are, what your goals are or really understand how to make decisions with the T.E.A.M approach, without having the basics on the mechanics of objective decision-making and problem-solving.

If you are taking the T.E.A.M curriculum, you can skip the management oriented units and go straight to marketing and sales, or if you are in management, you may not need to spend a lot of time, if any regarding marketing & sales, but if you don't have Decision-Making and problem-solving down, the other units are meaningless.

Am I being sufficiently emphatic? If you get nothing else, get this. Totally understand, comprehend and put into practice what your learn in this unit on Decision-Making.