

# FRAMEWORK: DECISION-MAKING PROCESS

1

## Trifecta Influencers

- Learn about your **Needs**.
- Understand what makes up your **Wants**.
- Acknowledge your **Emotions** play a role in how you decide.
- Grasp how your **Surrogate-Emotions** could affect how you decide.

2

## Three-Tier Philosophy

- Incorporate **System 2 Thinking** throughout your decision-making process.
- Think **Systems** when you consider your wants and needs.
- Use **Long-Term** thinking when you consider your wants and needs.

3

## Objective

- Find your **True Need** through a series of questions you ask yourself.
- Determine your **Initial Objective** through what you learned about your true need.
- Employ **Qualifiers** to find your **Final Objective**.

4

## P2MODE

- Create your **List of Items** using the P2MODE.
- Consider the **Parts** of the product.
- Think of the **Process** needed for the product.
- Establish your **Maintenance** cost.
- Uncover your **Operational** cost.
- Resolve the **Disposal** of the product.
- Include your **Emotions** in the decision you make.

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## Decision Model

- Generate your **Evaluation List**.
- Gauge your **Base Scale**.
- Assess the **Total Base Score**.
- Agree on the **Alternative's Scale**.
- Compute the **Total Alternative Score** for each Alternative.
- Make the **Right Decision**.