

Decision Blind Spot Check

A BETTER QUESTION FRAMEWORK FOR LEADERS TO MAKE STRONGER DECISIONS.

*Don't jump straight to a decision – check the thinking behind it!
Use this model to move between the four Whole Brain® Thinking perspectives.
Before you decide, pause and ask.....*

ANALYTICAL **What are the facts?**

- What do the numbers/data tell us?
- What is the root cause of the issue?
- When evidence supports this decision?
- What information might we be missing?
- What assumptions are we treating as facts?
- What are the likely outcomes based on what we know?

POSSIBILITIES **What else could we do?**

- What other options haven't we considered yet?
- What could we do differently?
- If we had no constraints, what else would we do?
- What would be the dream outcome?
- What is the long-term impact?
- What possibility are we missing because we're focused on the obvious answer?

PRACTICAL **What will make this work?**

- What is the step by step action plan?
- What resources do we need?
- What policies and procedures already exist?
- What have we learned from doing something similar before?
- What could go wrong?
- What could make this easier, or more difficult, to execute?

PEOPLE **What's the human impact?**

- Who will be affected most?
- What do our people need from us?
- Whose perspective haven't we heard?
- Who needs to be involved in the decision?
- How does this align with our values?
- If we were on the receiving end of this decision, how might it feel?



Final check:

- Which quadrant did you naturally go to first?
- Which one did you spend the least time considering, or felt the least natural to explore?
- What might change if you deliberately explored that perspective every time?

Make it a habit → Choose 1-2 questions from that quadrant and deliberately ask those questions when making decisions, before defaulting to your usual way of thinking.