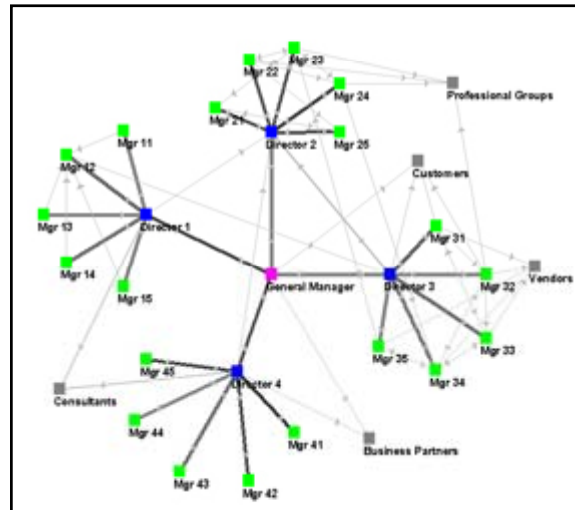


Decisions, Decisions ...

How Do We Make Decisions?



We spend about:

- 8 hours working



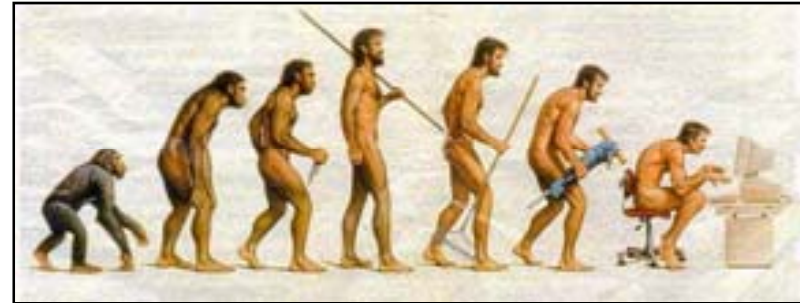
- 8 hours doing other things

- 8 hours sleeping

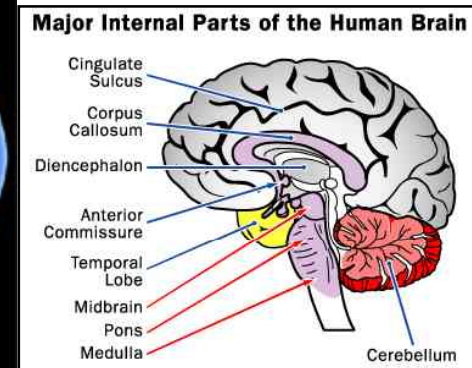


We are marvellous ...

- Evolution keeps adding ...
- Complex, layered “additive” brain



- Conscious abilities in upper brain
- Instincts & pre-conscious abilities in lower brain



Decisions, Decisions, How do we make Decisions?

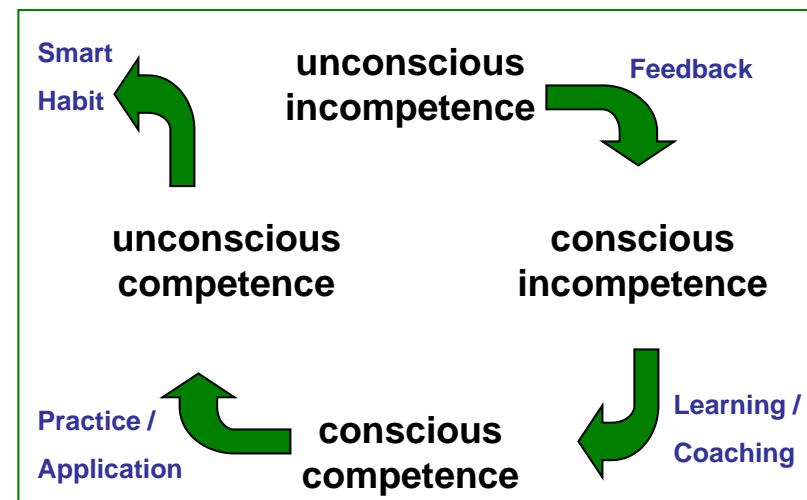
That means ...

- Many of our abilities “execute” at pre-conscious level



- Smart Habits

- We lose touch



We end up in conflict without knowing why ...

- Conflict about content of decisions
→ Creative resolution



- Conflict about style of decision making
→ confusion



Let's look at how we make decisions with working with others
(a language for becoming aware)

Follows Logic



Mr. Spock

Considers Impact



Dr. McCoy



Decisions, Decisions, How do we make
Decisions?

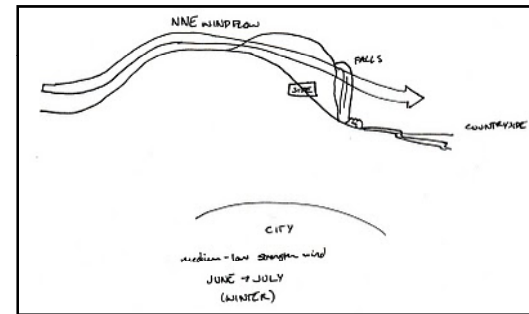
Follows Logic



When Making Decisions

Talk about:

- Cause and Effect
- Logical Analysis
- Reasons, Analysis, Projections



Decisions, Decisions, How do we make Decisions?

Considers Impact



When Making Decisions

Talk about:

- Who is affected
- How they are impacted
- How they feel and react



Decisions, Decisions, How do we make
Decisions?

Not a problem when we are making decisions by ourselves

Decisive



Indecisive



In agreement with ourselves



It's tougher when we are making decisions with others

Others who make decisions in **same way as us**



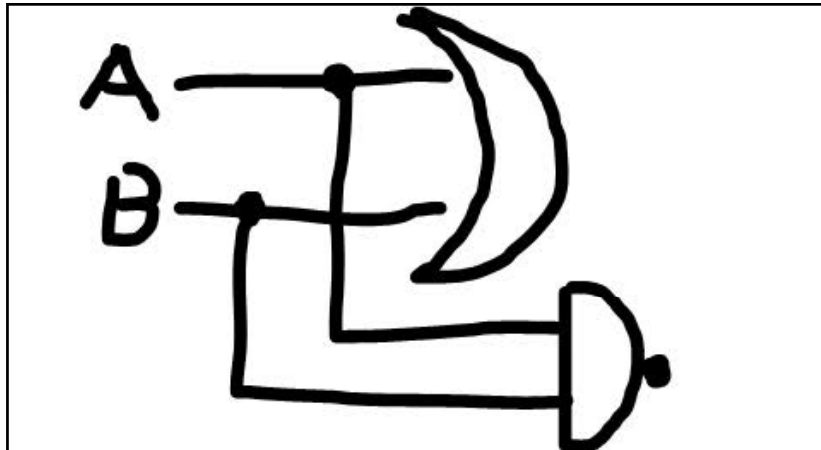
as well as



Others who make decisions **in ways different from us**

Great **WORK** decisions require:

That we pay attention to logic and reasoning

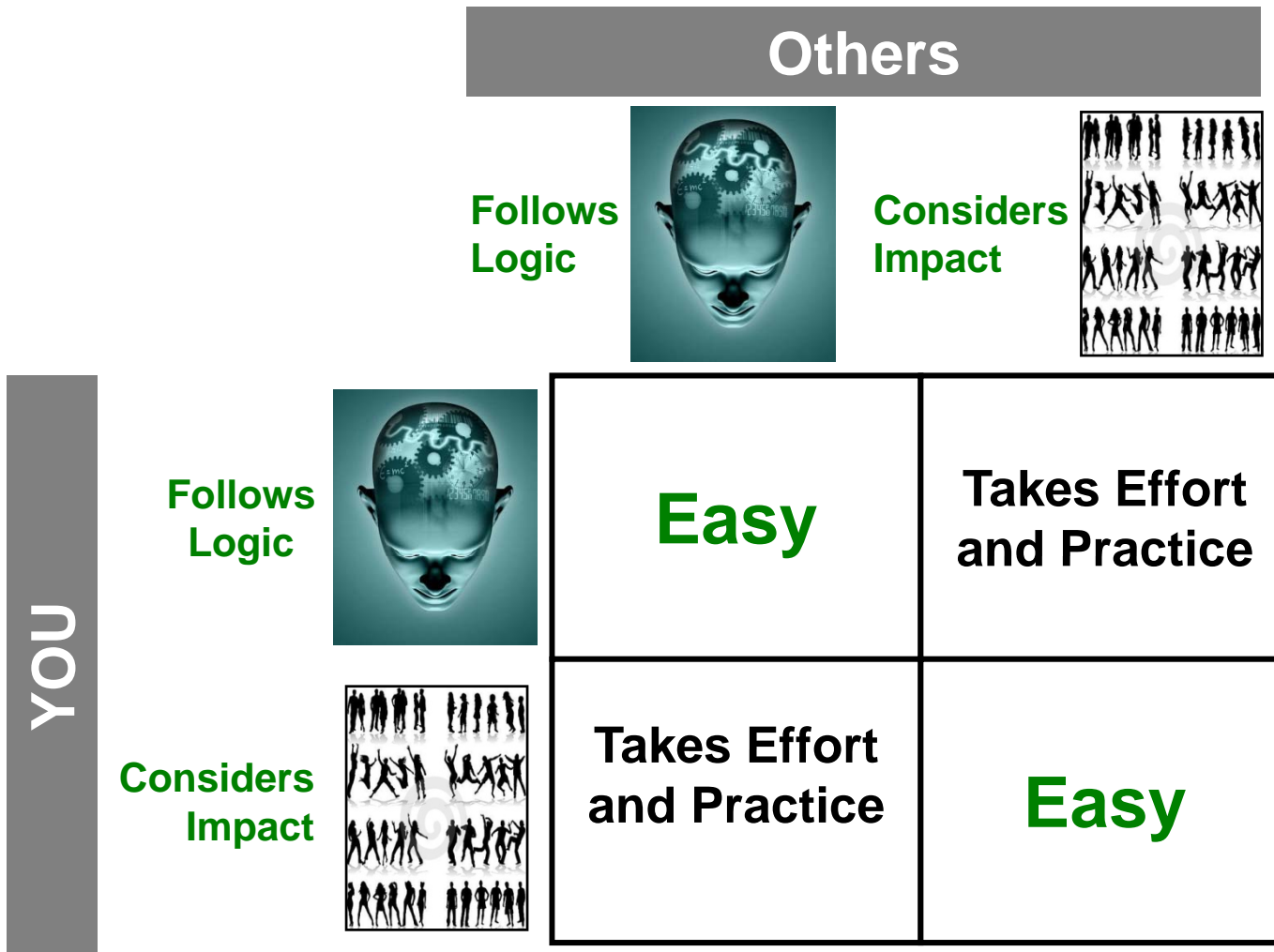


+



And that we pay attention to the impact on people

Skill at work means working well with



Decisions, Decisions, How do we make Decisions?


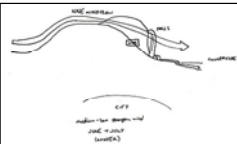

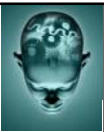
Step #1 : Self Awareness

Do you make decisions by:

Following Logic

Do you think and talk about:

- Cause and Effect
- Logical Analysis
- Reasons, Analysis, Projections






OR

Considering Impact

Do you think and talk about:

- Who is affected
- How they are impacted
- How they feel and react



Decisions, Decisions, How do we make Decisions?

Step # 2: Paying attention to others → stopping to LISTEN

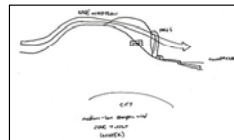
What do the other people in your work group talk about during decision making?

Following Logic



Do you hear them talk about:

- Cause and Effect
- Logical Analysis
- Reasons, Analysis, Projections



OR

Considering Impact



Do you hear them talk about :

- Who is affected
- How they are impacted
- How they feel and react

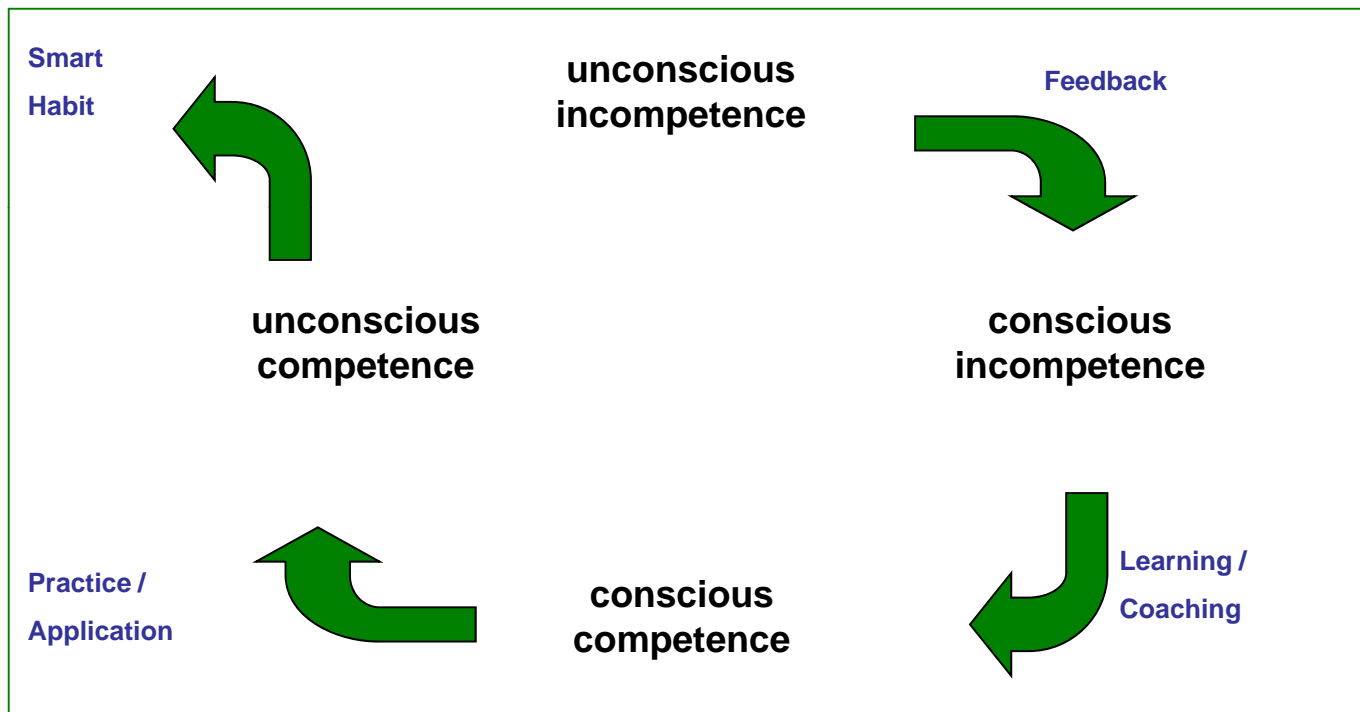


Step # 3: Figuring out why you are arguing? (when you argue)

- Is it because you are **approaching making** the decision differently?
- Or is it because you are **disagreeing about content** relevant to the decisions and the **options** you are considering?



Do this whenever you are “bored” or “not plugged” into a meeting ..




INCREASE YOUR INTERPERSONAL EFFECTIVENESS

- Feedback brings awareness,
- Awareness brings choice,
- Choice brings freedom,
- Freedom bring effectiveness.

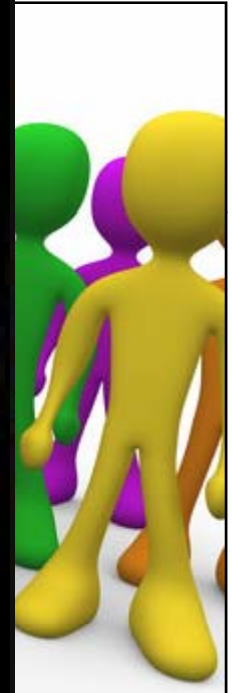
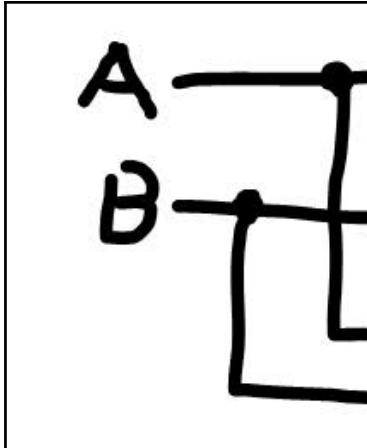


Great **WORK** decisions require:

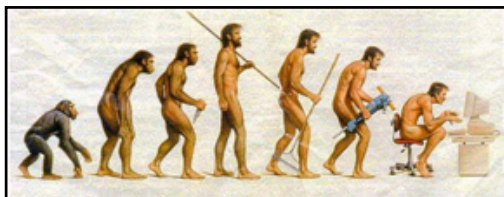
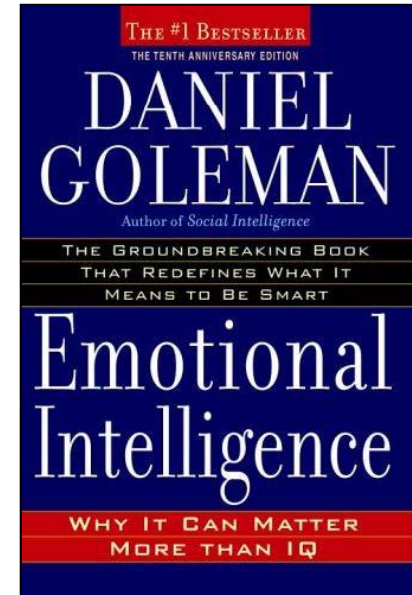
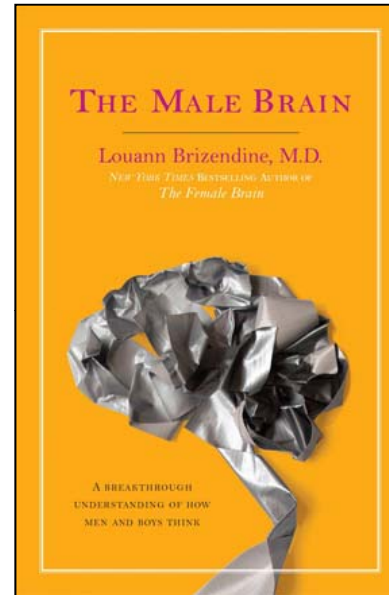
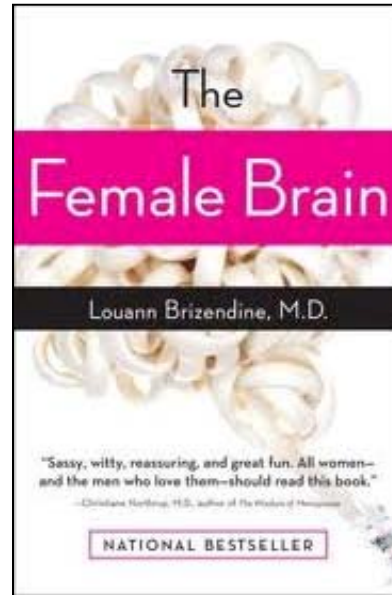
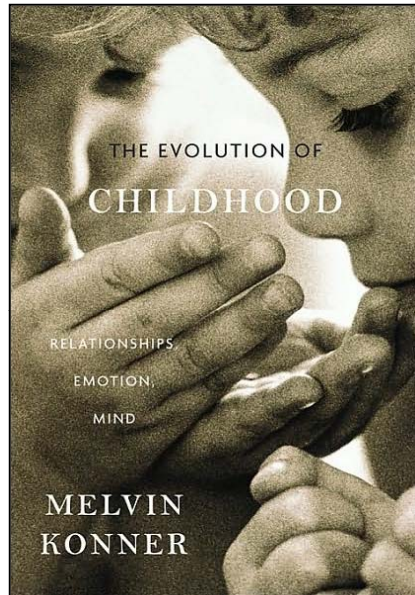


20% of the
CONSCIOUS skills
get us through
80% percent
of our life situations

Becoming deeply skilled
interpersonally requires that
we slow down,
increase our awareness,
and develop parts
of the other 80%

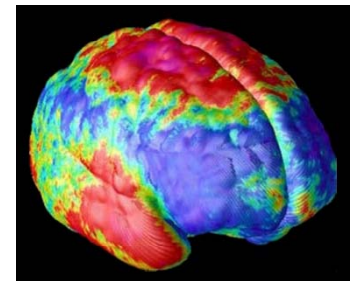


If you are interested in more ...



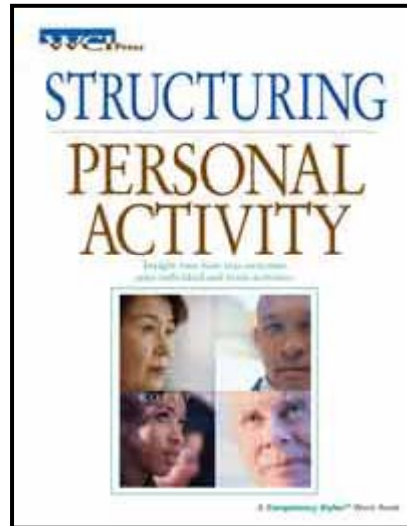
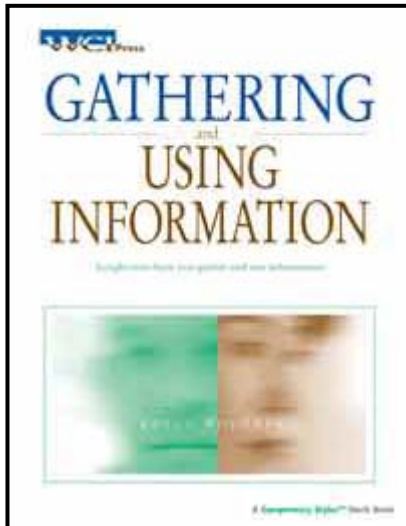
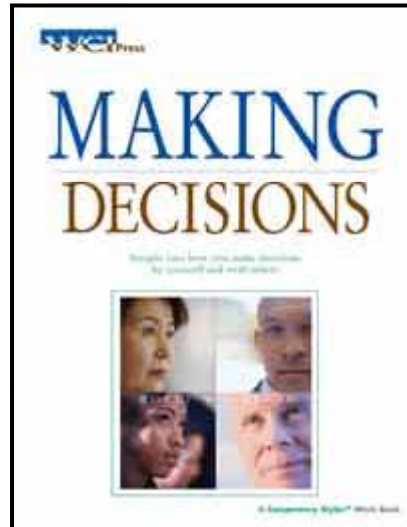
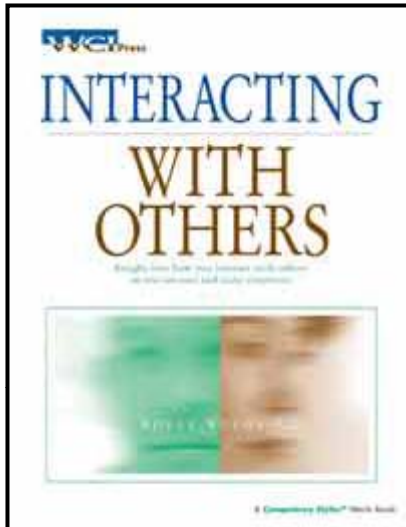
Taking an evolutionary and brain neurophysiology perspective when understanding human individual and social psychology

...



Decisions, Decisions, How do we make Decisions?

Increasing your work place interpersonal skills



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Decisions, Decisions, How do we make
Decisions?