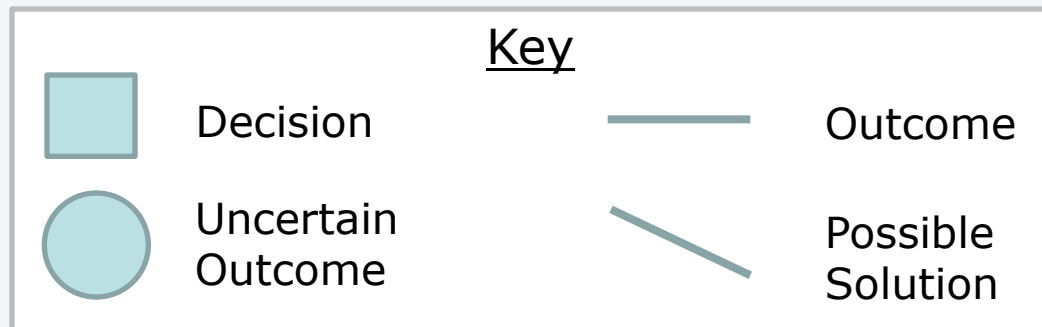
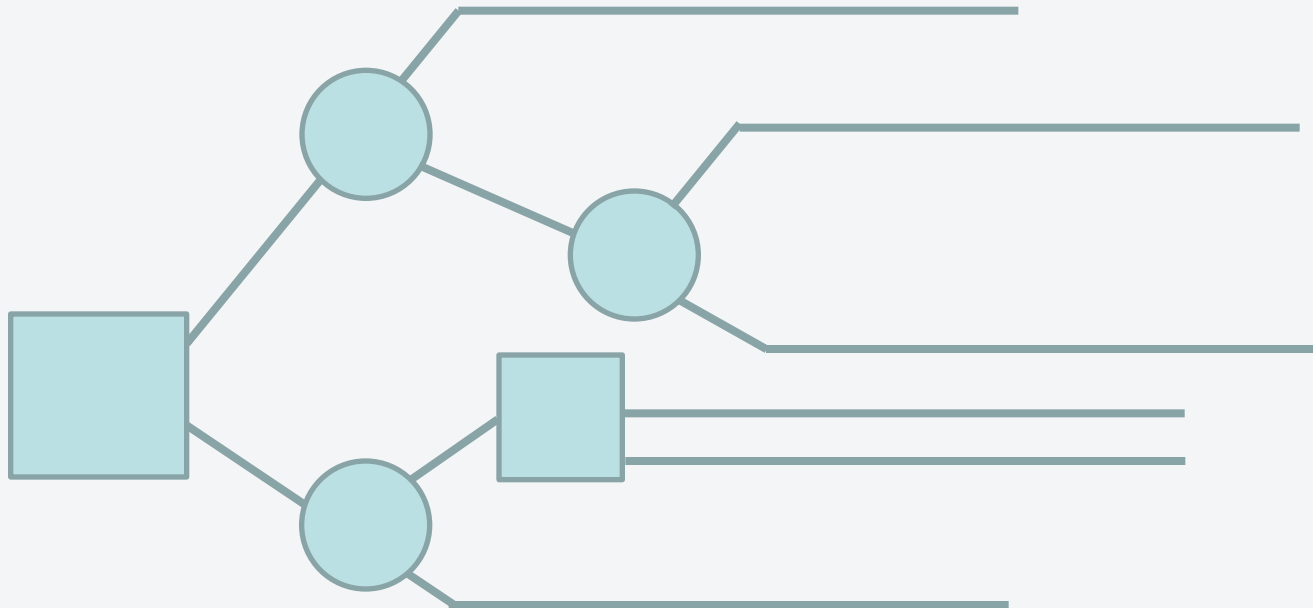




Decision Making

Decision Trees (7 of 7)



Program Objectives (1 of 2)

- ◆ To examine different decision making models.
- ◆ To maximize creativity and logic in decision making.
- ◆ To acquire decision making tips and techniques that accelerate and improve results.

Program Objectives (2 of 2)

- ◆ To become aware of common decision making traps and how to handle them.
- ◆ To ready yourself for any bumps in the road and have solutions in hand.
- ◆ To provide a variety of perspectives for the decision making process.

Definition

Decision Making:

- ◆ The process of examining your possibilities and options, comparing them, and choosing a course of action.

Two Types of Decisions

- ◆ Programmed: decisions that are simple and routine and have a pre-established decision-making plan
- ◆ Nonprogrammed: decisions that are new and complicated and require thought and creativity

Risk Aversion

- ◆ Risk aversion occurs when people take fewer risks because they do not like the possibility of failure.
- ◆ Risk-taking can be very important because it can often cause a creative and innovative solution.
- ◆ Some situations are riskier than others, so one must evaluate whether or not it is appropriate to take risks.

Inherent Personal Traps



Common Pitfalls



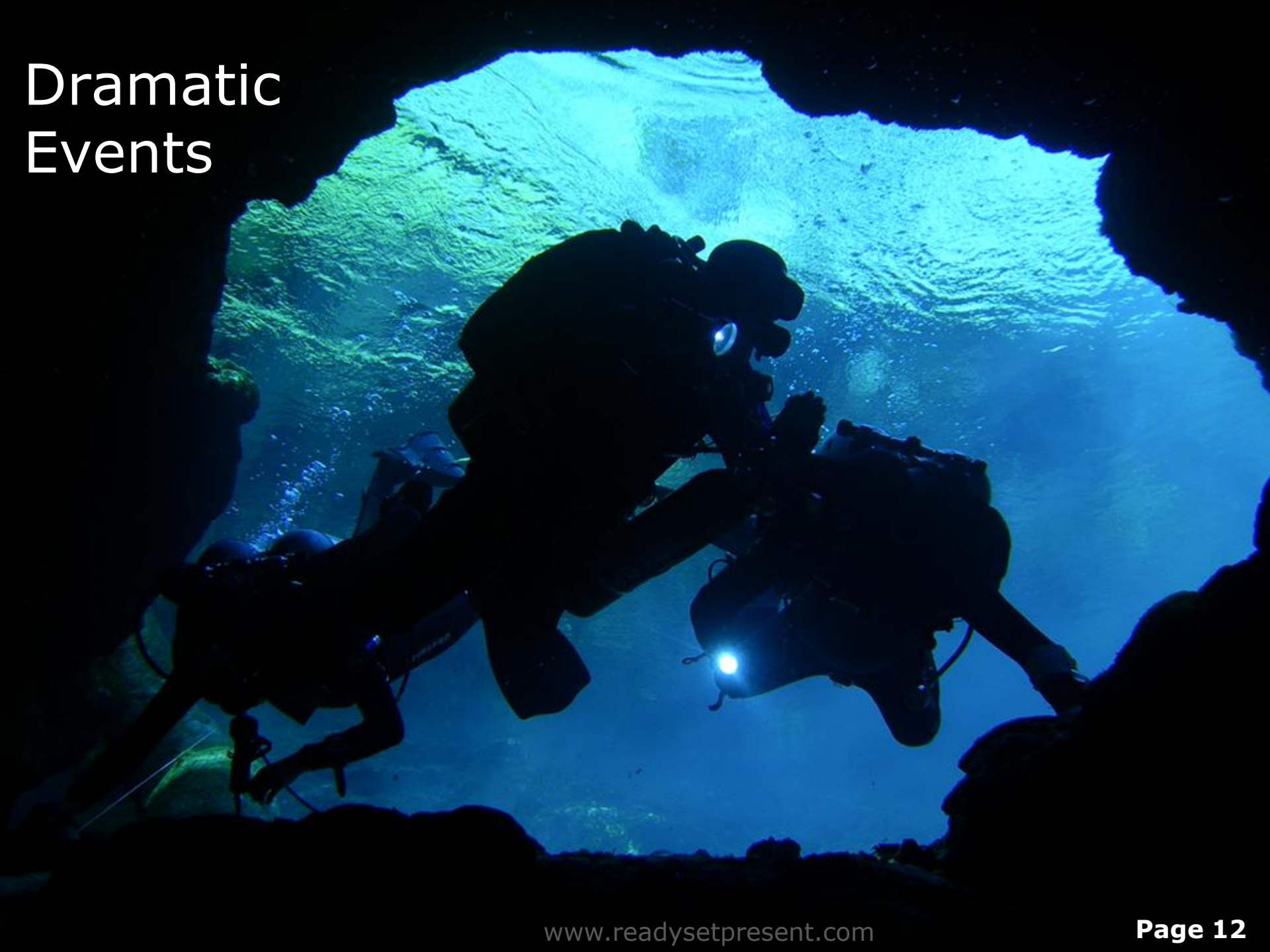
Status Quo (1 of 4)

- ◆ Humans often have an irrational preference for familiar options and an aversion to radical alternatives.
- ◆ While the familiar course of action is sometimes the right one, this must be determined by a rational analysis rather than a fear that is wired into us.

Narrowly Framing



Dramatic Events



Cost/Benefit Analysis (2 of 5)

- ◆ A basic cost/benefit analysis is strictly fiscal in nature and does not include other effects of the proposed option (e.g. emotional response by co-workers, environmental impact, etc).

4 Modes of Decision Making (5 of 7)

3. Group

- ◆ Seek out the information and insights of select peers, AND make the decision with them.
- ◆ This means that each of these specific peers has a vote in the eventual outcome and that each voice is as important as yours in that decision.

6 Decision Making Factors (3 of 8)

2. Complexity

- ◆ The more intricate each alternative is and the more alternatives that are on the table, the more time and involvement a decision may require.
- ◆ Although, the simplest decisions can often be made independently or through delegation, decisions that can cause headaches probably need to be a team effort.

A gravel path leads through a park. On the right, a black iron fence with pointed tops runs along the path. To the left of the path is a dense green hedge. The background is filled with tall trees under a bright, slightly hazy sky.

**What is
your next
step?**

Download “**Decision Making**” PowerPoint presentation at **ReadySetPresent.com**

172 slides include: an overview of Decision Making, four famous decision making quotations, 10 factors for making effective decisions, 2 major types of decisions, 7 points on good decisions, the bounded rationality theory, 3 points on risk aversion, 6 C’s of decision making, 10 inherent personal traps, 3 decision making methods, 7 slides on decision trees, 18 basic decision making tips, 4 slides on the G.O.R. Approach, 16 points on common pitfalls, 2 slides on broader implications, 9 points on effective strategies, 8 major traps, 9 points on anchoring, 8 points on minimizing anchoring, 9 points on the status quo of decision making, 5 points on combating the status quo, 5 points on the fear of failure, 9 points on searching for support, 6 points on narrowly framing, 5 slides on underestimating, 3 slides on overestimating, 3 slides on dramatic events, 7 slides on the 6 different perspectives of decision making, 11 points of grid analyses, 9 points on paired comparison analysis, 9 points on cost/benefit analysis, 12 points on planning, 4 slides on the 3 overarching questions of decision making, 20 points on the 4 modes of decision making, 28 points on the 6 decision making factors, 16 Actions steps, how to’s and more.

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