

# DECISION MAKING

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Making decisions is one of the primary responsibilities of a leader, and a person with a reputation as being “decisive” is usually considered a high performer. A deeper look, however, reveals that the word "decide" comes from Latin and means "to kill options." **How do we ensure that we are making the best decision possible and not prematurely killing our options or, worse yet, giving ourselves no options in the first place?**



We begin with an introduction to **individual decision-making**. A series of interactive exercises and amusing videos help reveal the shortcomings in our default thought processes. We identify some of the most common traps in decision-making and then introduce a simple, memorable framework for increasing our options and then determining which is the best of those options.

In part two, we consider how **group dynamics** impact decision-making, and some of the common, yet counterintuitive, issues that arise when working with others. We discuss navigating disagreement, as well as the problem of having too little disagreement.

In the final section, we identify two strategies to **lead a team** to make great decisions. We use examples of history and Hollywood to illustrate poor choices and consider how the tools introduced in this seminar thus far might have been used to help our protagonists come to better decisions.

This seminar, as outlined above, lasts approximately 90 minutes, but can be lengthened to a half-day program by the inclusion of an interactive, hands-on decision-making simulation that drives home the previous points while introducing additional factors.

