

Improve Your Decision-Making in Uncertain Times



Session objectives

- Try on some practices for making decisions with greater clarity and confidence.
- Gain transferrable skills that you'll be able to draw on in many situations.
- Upon completion, describe one or more strategies for improved decision making.

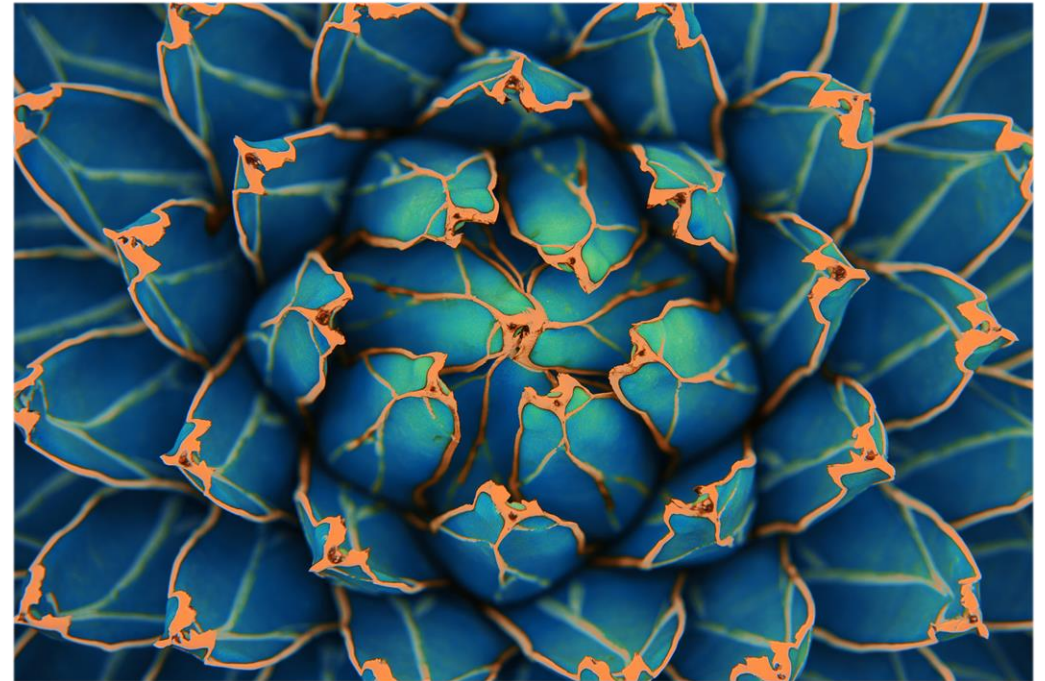
Let's start with intention



- What outcome do you want to achieve in the session today?
- Write in present tense.
- Writing your intention sends a powerful signal to your brain.
- Confirmation bias

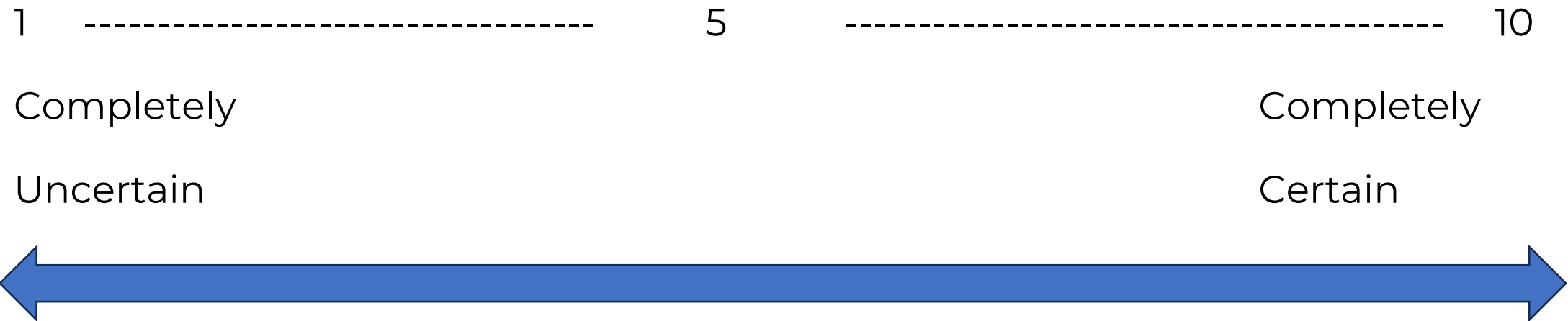
Uncertainty

- What's an area – if any - where you experience uncertainty?
 - Career
 - Finance
 - Health
 - Family
 - Spiritual
 - Something Else



On a scale from one to ten

Where are you right now?
Where would you like to be?



- What emotion arises as you consider your uncertainty?
- What thoughts come up as you consider uncertainty?
- What impact do the thoughts and emotions have?



Uncertainty can
weigh us down
like a heavy
backpack

Negativity bias



Emotional Intelligence begins with

- Self Awareness
- Self Regulation
- Self Motivation

- Ability to shake off negative emotions

- Goleman, Daniel, *Emotional Intelligence*, 25th Anniversary Edition, New York: Bantam Books, 1995, 2020.

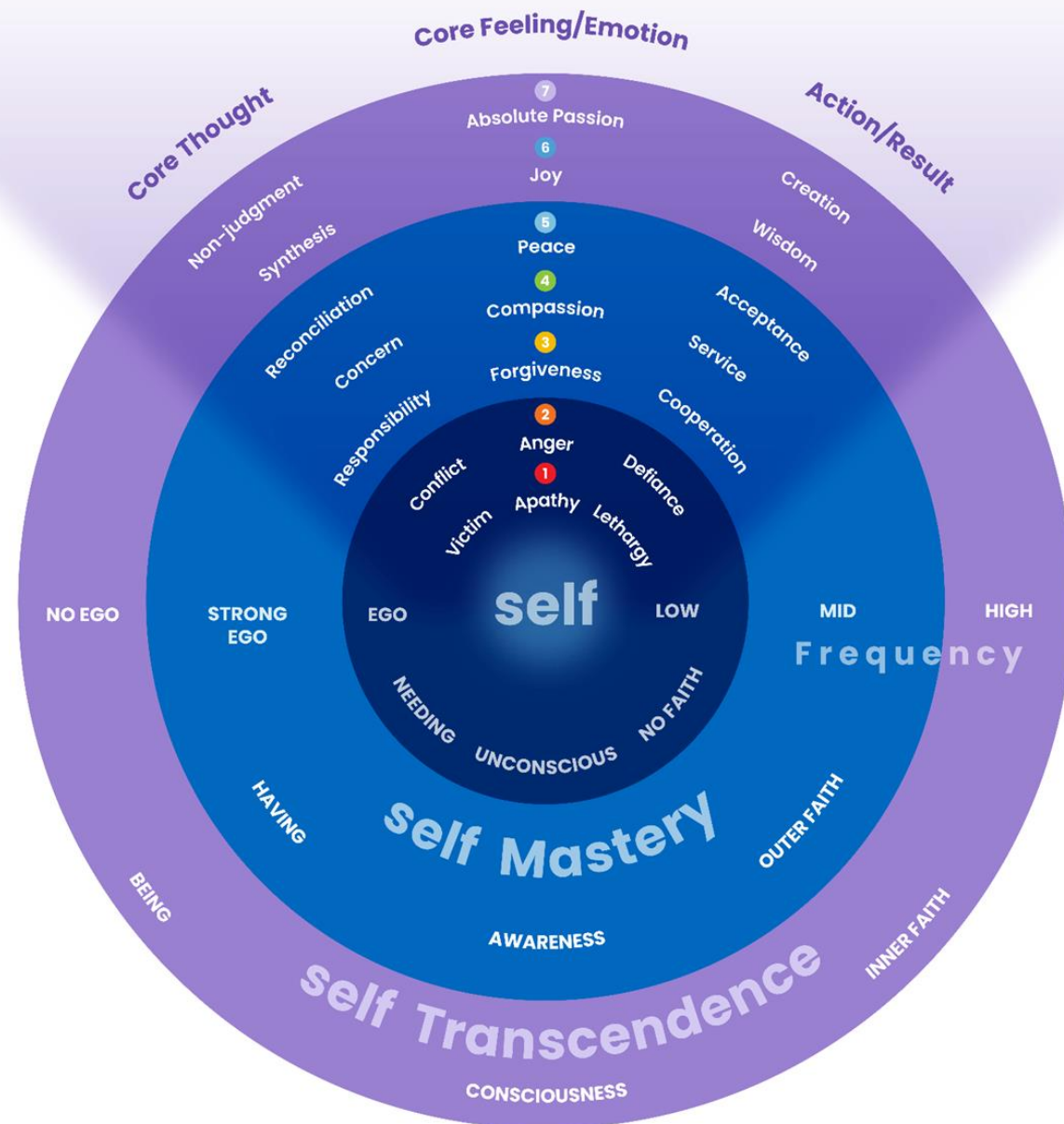


Conscious Awareness



- Thought – Feeling – Action framework
- Greater awareness allows for more creative thinking and more productive outcomes.
- Stress tends to narrow our perspective of a situation.
- Bruce D. Schneider, *Energy Leadership: The 7 Level Framework for Mastery in Life and Business*, 2nd Edition, Wiley, 2022

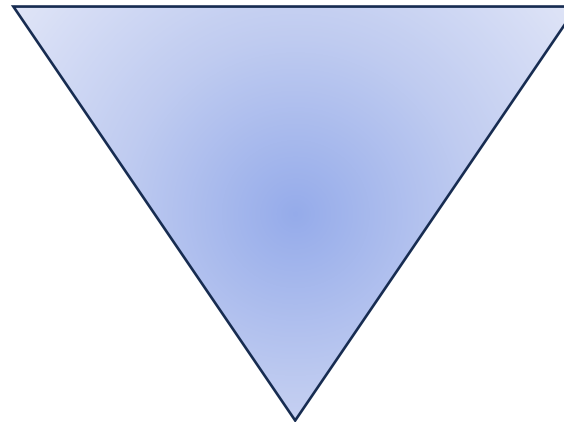
Energetic Self-Perception Chart



Because uncertainty in a situation can cause stress, we may rely on our “default” emotions and thoughts in stressful situations.

Let’s look a bit more closely at the thought – feeling – action framework

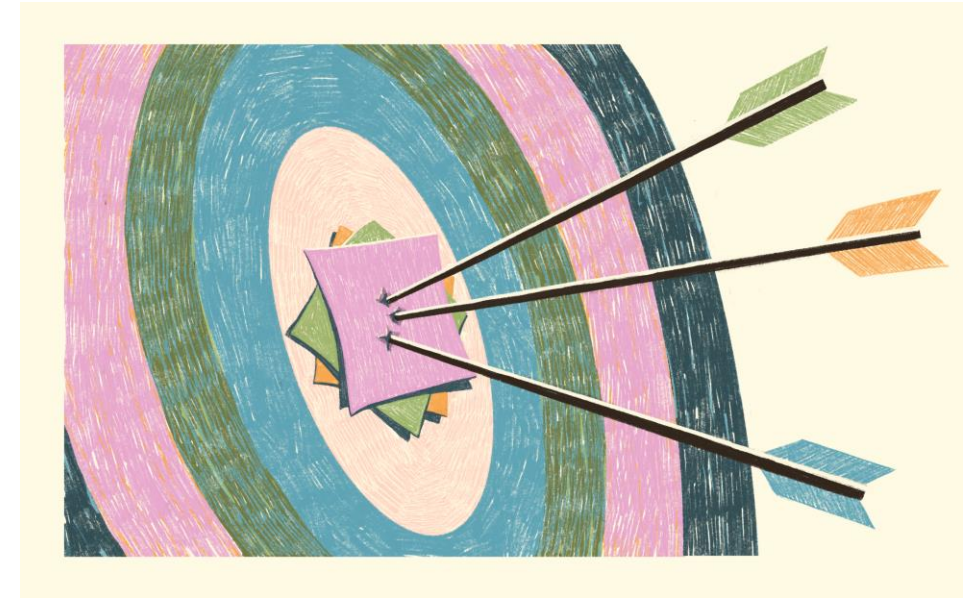
Higher Energy - less stress, more options, greater satisfaction



Lower Energy – more stress, fewer options, lower satisfaction

Core Values

- Consider core values as part of the decision-making process.
- Alignment with core values brings greater energy.
- Is this really my goal? Or someone else's goal for me?



Core Values

- Connection to physical reality
 - Foundation
 - Balance
 - Fixed points



Decision Matrix

- Stuart Pugh, University of Strathclyde in Scotland
- Consider options
- Criteria
- Weighting
- Appeals to logic

	Option 1	Option 2	Option 3
Criteria A			
Criteria B			
Criteria C			
Score			

	Weighting Factor	Option 1	Option 2	Option 3
Criteria A	1.00			
Criteria B	1.50			
Criteria C	2.00			
Weighted Score				

Each of us tends to lead with one of these:

- Logic
 - Emotion
 - Intuition
-
- What do you typically lead with?



Holographic Thinking

- What if you brought these together
 - Logic
 - Emotion
 - Intuition



Interpretation of concepts from iPEC

Pain / Gain Model

	Pain	Gain
Current	What is the pain or the cost to remain in the current situation?	How do I benefit from the current situation?
Future	What are the costs to make the change?	What are the benefits of making the change?

How do we
set ourselves
up for
success?





“For me losing isn’t failure.
It’s Research.”
- Billie Jean King

Contingency Plans

Multiple paths toward success

- Plan A – an ideal outcome
- Plan B – a middle ground
- Plan C – forward progress



What can get in the way?

- Judgment
- Perfectionism
- Comparison to others
- Sense of isolation
- Incomplete information (lack of control)
- Urgency
- What else?

What can help?

- Flexibility
- Resiliency
- Curiosity
- Growth mindset
- Support
- Confidence

Beginner's Mind

- Try something new.
- Experience forward progress in a new area.
- The sense of forward momentum can have powerful impact on other areas of life in positive ways, personal and professional.
- Incremental progress
- Adam Grant, *Hidden Potential*, Random House, 2023



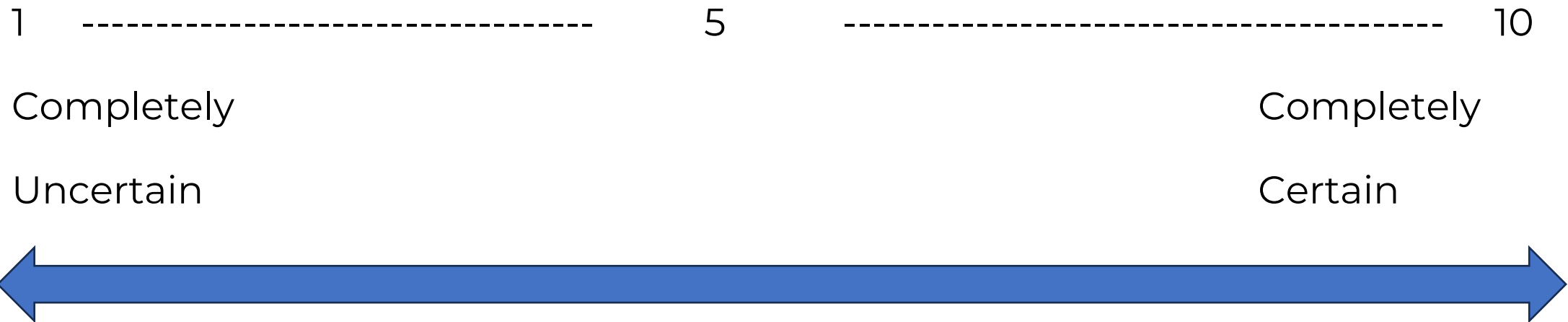
- Filter decision-making through the lens of time
 - In five years
 - Concept of regret





- We began with intention
- We considered several frameworks
 - Thought – Feeling – Action
 - Core values
 - Decision Matrix
 - Types of thinking
 - Contingencies
 - Beginner's mind
 - Filter through time

Now, on a scale from one to ten
what may have shifted?



Take a moment to reflect on the intention you set at the beginning of the session.

What have you learned about yourself?

What have you learned about your situation?

What curiosity do you have?

What's one action you're considering as a result of the session today?



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Thank You!