

INTRODUCTION

MODULE 30

Making the Best Decision

Your ability to think determines your success as a person and as a manager more than any other single skill you have. All of your abilities to think are measured by your abilities to make good decisions. The entire course of human destiny has been changed by the person in charge of making either good or poor decisions at the critical moment.

Making better decisions is very similar to learning a mechanical skill. It is the result of learning the process through practice and repetition until you apply the key skills automatically to every decision-making situation.

The mistake of the average person is to assume causality between two things that happen at the same time and to jump to conclusions. To make decisions quickly and with little thought.

Poor decisions lie at the root of virtually every failure. Excellent decisions are the foundation of virtually every great success.

In this program, you will learn how to make better decisions, faster than perhaps ever before. This one skill alone can virtually guarantee great success for you as a manager and as an executive.

“Be willing to
abandon your old
ideas if someone
comes up with
something new
and better.”

WHAT YOU WILL LEARN IN THIS SESSION

- “Everything counts!
Everything either
helps or hurts,
adds up or
takes away.
Nothing is neutral.”
1. The true measure of your wisdom and experience;
 2. The basic business decision-making model;
 3. The problem anticipation model;
 4. Four different types of decisions;
 5. Blocking assumptions to avoid;
 6. Key decision-making criteria;
 7. Filling out the disaster report — in advance;
 8. Measuring the decision afterwards;
 9. Two problem-solving methodologies;
 10. The basic purchase decision-making model;
 11. The key quality of success;
 12. The definition of wisdom.