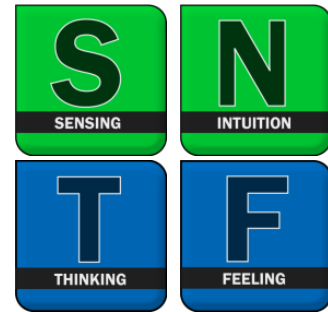


Decision-Making Worksheet

Good decision making can be viewed as a sequential use of the four functions or processes – from Sensing and iNtuitive data gathering to Thinking and Feeling judgments. Use the following questions to help remind you to balance your decision-making process, so that overuse of your preferences does not lead to blind spots.



Data- Gathering: Sensing

- What is the problem we are solving?
- What are the facts that describe the situation?
- What does the past tell us?
- What relevant experience do others have that we could learn from?
- What are the important details to focus on?
- What ideas are most practical?

Data- Gathering: iNtuition

- What are the possibilities or options for what we do?
- What ideas or approaches would be most innovative?
- What are the implications or themes in the data?
- What might happen if a new solution is not adopted?
- What does this problem or any of the solutions remind me of?
- What ideas or possibilities have never been tried or even talked about?
- Are there relevant theories or ideas to help with our understanding?
- What's the big picture?

Decision-Making: Thinking

- What are criteria necessary for a good decision?
- What are the logical consequences of each option?
- What options come out ahead in a pro and con match up?
- What is the most profitable and/or logical solution?
- What is the truth?
- If we cared nothing about sparing anyone's feelings, what solution would we choose?
- What solution would bring the most clarity to the issue or problem?
- What solution would produce the most long-lasting result?



Decision-Making: Feeling

- What is the personal impact of the various options on each of us?
- What is the personal impact of the various options on other stakeholders?
- What solution would support or please the most people?
- What approaches or solutions would best project our personal and/or group values?
- Who else do we need to collaborate with and in what ways?
- Which solution will promote maximum acceptance and ownership?
- What actions can I take to include more people in my/our process?

