

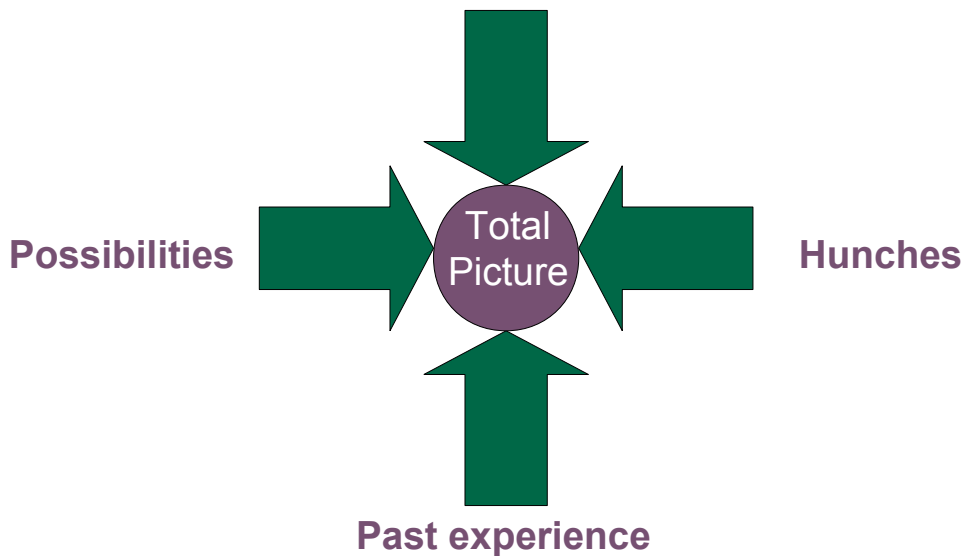
Decision-Making Checklist: Eight Perspectives

Instructions: If you are the decision-maker, solicit input from others from each of the eight perspectives. Some team members will be stronger in one type of input than others. Learn to identify the "go to" person for each type of input.

If you are not the decision-maker but want to influence a decision, ask yourself: Which of these types of input do I excel in? How can I frame my input so that it is most likely to be heard and received?

Data Gathering Phase

Present experience



Four Questions

What is the reality of this situation in the here and now?

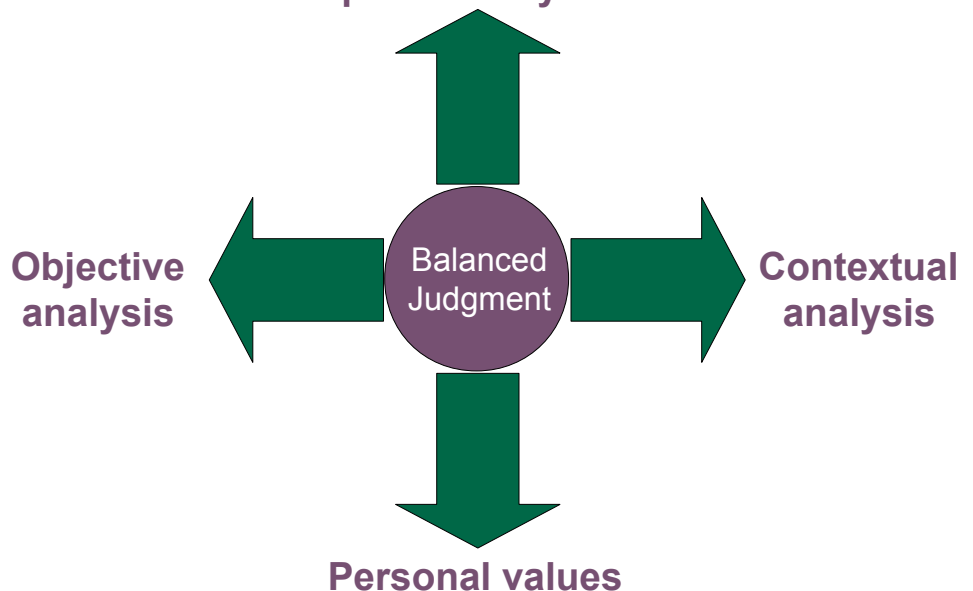
What can our past experiences teach us about this situation?

What are the possibilities?

What is your hunch?

Decision-Making Phase

Interpersonal dynamics



Four Questions

What is the most logical thing to do?

What action would be consistent with our business model?

What would bring benefit to the entire organization?

What decision would be consistent with our personal values?