





# Module 3 – Problem Solving

Topic 3: Decision-Making

Session 1





# “ Introduction

The decision making process is the method of collecting relevant data, evaluating options and making a final decision.

In this first session, we will explore the criteria that **define good decision-making vs bad decision-making**, such as time, the amount of information, emotional biases, and more.





# Outline

A- Minor decisions vs Major decisions

B- Poor Decisions vs Good Decisions

An aerial photograph of a sailboat on a dark blue, textured body of water. The boat is white with a blue stripe and is positioned on the left side of the slide, oriented vertically.

## **A- Minor decisions and Major decisions**



# A- Minor decision and Major decision

▶ 2000 decision per hour

Most are minor, some are major.





# A- Minor decision and Major decision

▶ 2000 decision per hour

But it's not about whether they are minor or major.

It's about HOW you make these decisions.





## **B- Poor Decisions vs Good Decision**







# B- Poor Decisions vs Good Decisions



Taken too  
soon, or  
too late



# B- Poor Decisions vs Good Decisions



Taken too  
soon, or  
too late



Right  
on time



# B- Poor Decisions vs Good Decisions



Based on  
“feelings”  
only



# B- Poor Decisions vs Good Decisions



Based on  
“feelings”  
only



Taken after  
the collection  
of relevant  
data





# B- Poor Decisions vs Good Decisions



Delayed by a  
compulsive  
need to collect  
more data than  
needed





# B- Poor Decisions vs Good Decisions



Delayed by a  
compulsive  
need to collect  
more data than  
needed



Taken after  
enough data  
is collected



# B- Poor Decisions vs Good Decisions



Without evaluating  
the Best  
Alternative and the  
Worst Alternative  
and everything in  
between.



# B- Poor Decisions vs Good Decisions



Without evaluating  
the Best  
Alternative and the  
Worst Alternative  
and everything in  
between.



After  
evaluating  
options





# B- Poor Decisions vs Good Decisions



Based on the  
promise of short  
term reward  
and long term  
trouble





# B- Poor Decisions vs Good Decisions



Based on the  
promise of short  
term reward  
and long term  
trouble



Based on  
sustainability  
and  
long-term  
benefit



# B- Poor Decisions vs Good Decisions



Without outside  
experts opinion  
or based on the  
opinion of  
non-experts



# B- Poor Decisions vs Good Decisions



Without outside  
experts opinion  
or based on the  
opinion of  
non-experts



Taking into  
consideration  
outside experts  
opinion





# B- Poor Decisions vs Good Decisions



Irreversible,  
using an “All or  
Nothing”  
approach.



# B- Poor Decisions vs Good Decisions



Irreversible,  
using an “All or  
Nothing”  
approach.



Taking few  
reversible decisions  
before taking an  
irreversible decision  
if needed.



# B- Poor Decisions vs Good Decisions

## CHECKLIST

- ☐ A time frame or a deadline
- ☐ Relevant information/experts opinion
  - ☐ Evaluate your options
- ☐ Long-term benefits instead of immediate rewards
  - ☐ Test reversible decisions first

Thank you





# Contact us

[www.enicbcmmed.eu/projects/mysea](http://www.enicbcmmed.eu/projects/mysea)

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