





# Module 3 – Problem Solving

Topic 3: Decision-Making

Session 3



# “ Introduction

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


In this session, we will explore the steps that need to be made before a decision is taken, including **collecting relevant information, evaluating different options, taking into consideration the long term and the short term benefits**, and finally the benefits of testing the waters with **reversible decisions first**.





# Outline

- A- Decision-Making in 5 easy steps: Step 2 – Collecting data
- B- Step 3 – Evaluating options
- C- Step 4 – Long term vs Short term
- D- Step 5 – Reversible vs Irreversible

An aerial photograph of a sailboat on a dark blue, textured body of water. The boat is small and positioned on the left side of the frame, with its sails down.

## **A- Decision-Making in 5 easy steps: Step 2 – Collecting data**



# A- Decision-Making in 5 easy steps

## Step 2- Collecting data

### ▶ Relevant Information/Experts opinion

Gather relevant information from different reliable sources.





# A- Decision-Making in 5 easy steps

## Step 2- Collecting data

▶ Relevant Information/Experts  
opinion

Take experts opinion.



# A- Decision-Making in 5 easy steps

## Step 2- Collecting data

► Relevant Information/Experts  
opinion

Connect the dots using the Critical Thinking Method you learned in Module 3 – Topic 1





# A- Decision-Making in 5 easy steps

## Step 2- Collecting data

► Relevant Information/Experts opinion

Remember: 40% to 70% of information is enough to make a decision.



# B- Decision-Making in 5 easy steps

## Step 3 – Evaluating options

### ▶ Key questions

What is important for you?





# B- Decision-Making in 5 easy steps

## Step 3 – Evaluating options

### ▶ Key questions

What is possible for you?





# B- Decision-Making in 5 easy steps

## Step 3 – Evaluating options

### ▶ Key questions

What can be possible for you in the future?







# B- Decision-Making in 5 easy steps

## Step 3 – Evaluating options

### ▶ Key questions

What are the alternatives, the Best and the Worst?



# B- Decision-Making in 5 easy steps

## Step 3 – Evaluating options

### ▶ Key questions

What are the pros and cons?



# B- Decision-Making in 5 easy steps

## Step 3 – Evaluating options

### IMPORTANT

After evaluating your options, calculate the points in favor of your decision, and the points that are not in favor of your decision. See it in numbers!





# C- Decision-Making in 5 easy steps

## Step 4 – Long term vs Short term

► Long-term benefits and immediate rewards

Choose the decision with long-term benefits.





# C- Decision-Making in 5 easy steps

## Step 4 – Long term vs Short term

► Long-term benefits and immediate rewards

Find short-term alternatives if you imperatively need to get immediate results in the meantime.



# C- Decision-Making in 5 easy steps

## Step 4 – Long term vs Short term

► Long-term benefits and immediate rewards

From minute 0:42

<https://www.youtube.com/watch?v=Z1Q8MMMTZeE&t=120s>



# D- Decision-Making in 5 easy steps

## Step 5 - Reversible vs Irreversible

▶ Test reversible decisions first

There are two types of decision: the reversible and the irreversible.



# D- Decision-Making in 5 easy steps

## Step 5 - Reversible vs Irreversible

▶ Test reversible decisions first

Test the water with small reversible decisions first before taking the big irreversible decision.





# D- Decision-Making in 5 easy steps

## Step 5 – Reversible vs Irreversible

### Remember:

You can rarely make a decision that would yield only positive results.





# D- Decision-Making in 5 easy steps

## Step 5 – Reversible vs Irreversible

### Remember:

A satisficer would be satisfied if she gets as little as 10% improvement after a decision is made, while a maximizer would want more than a 100%.

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# D- Decision-Making in 5 easy steps

## Step 5 – Reversible vs Irreversible

### Remember:

The wise decision-maker knows that 51% improvement is enough to tip the balance off toward making a decision and moving on.



Thank you



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