

Building the Skill of Decision Making (Informal Method)

Read each scenario. After reading each scenario, say the phrase "you can't go wrong doing right." Then write down the right thing to do after each scenario.

Scenario:

1. You walk out of the store and remember the cashier forgot to scan your pack of water.
a. What should you do?

Go back and pay for the water.

2. You are watching your weight, but you see a cookie and want to eat it.

- a. What should you do?

Ask "is this cookie within my diet". If yes eat the cookie, if no then run from the cookie.

3. You are tempted to skip to the end of a company training video because it would save you so much time and energy.

- a. What should you do?

Ask have "I seen the video before". If yes then skipping wouldn't be wrong, if no then watch the video.

4. You want to cheat on a test.

- a. What should you do?

Don't cheat on the test.

5. You ignore your overdue student loan bill.

- a. What should you do?

Pay the student loan bill on time.

6. In Mcdonald's, you are tempted to fill your cup with Orange Hi-C, but you asked for a cup of water. You got the free cup for water, but a drink should cost you some money.

- a. What should you do?

Fill the cup with water or go back and buy a drink.

7. You want to comment on the post that you know is passively-aggressively talking about you.

- a. What should you do?

Don't comment on the post, instead privately communicate with the person if possible.

8. You don't feel like waking up at 2:00 am to pray, but the Holy Spirit wakes you up at 2:00 am to pray.

- a. What should you do?

Pray.



Building the Skill of Decision Making (Formal Method)

Review the following scenarios. Work through the system for decision-making for each scenario. Refer to the additional background information section for help if you have any questions.

Eating Right:

You have been working for the last month to eat healthier food. You have cut back on candy, fast food, and late-night eating. Eventually, you get to the point where you have a salad every lunch instead of going out to eat with your colleagues. You desire to get your blood pressure to 110/70, and you are making great strides. Unfortunately, one day you left your lunch at home. That same day, there was a surprise office pizza party to thank everyone for their hard work. Everyone was encouraged to stay at the office and enjoy the pizza and fellowship with the people they work with. Your hunger level is on a 10 out of 10 as well. What should you do?

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

A blood pressure of 110/70

2. Clarify your options

1. Write out option #1

Stay at work and don't eat. Tell your colleagues you are watching what you eat.

2. Write out option #2

Eat the pizza with your colleagues.

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #1. Because compromise is like a virus, if you tolerate it, it spreads and becomes hard to get rid of.

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.

Business Deal:

You run a successful financial advisory firm in your community. One day you and one of your top clients, Greg, finish up an in-person meeting. You agree that a purchase of stocks would be in your client's best interest. You begin the transaction. As you complete the transaction, you can't help but get excited. This transaction will not only help your client, who is one of your closest friends, by the way, but it will also help you. The commission from this stock purchase will help your business stay afloat. For the last six months company has been running at a loss. A commission this big would pull you even and even give you breathing room for months to come. As you finish the paperwork, you and Greg talk about His upcoming trip to Europe. It will last about three weeks and be filled with business meetings and a little fun. You end the meeting and go to sleep that night, thankful for the day's events. As you get ready to turn in the paperwork the next day, you realize that you missed a signature. You call Greg and tell him about the missing signature, but unfortunately, Greg is boarding the plane and take off is about



to happen in the next few minutes. Greg tells you that you can just forage his signature. You have known him your whole life, and he trusts and respects you greatly. After all, Greg says, "I already gave you my permission to enact the transition with all of the other papers that I did sign. What's one missed signature?" What should you do?

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

An ethical and profitable business.

2. Clarify your options

1. Write out option # 1

~~Explore~~ ~~the~~ Forge the signature

2. Write out option # 2

Explore other options like electronic signature or signature by mail.

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. I run my business before God 1st. To break the law would offend him and hurt my business. Even if that means another rough month, it will be worth it.

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.

Dropped Money:

Leaving the grocery store, you see a \$100 bill on the ground. About 50-100 yards away, you see a lady with three kids putting her groceries in her car. The money could be her's, but it's hard to tell. Do you keep the money, or do you go ask her if she dropped the \$50?

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

To love people like God loves them.

2. Clarify your options

1. Write out option # 1

Keep the money

2. Write out option # 2

Go and ask the lady if it's her money.

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. If the money is hers then I got a chance to bless her. If the money is not hers but she lies and says it is hers then thats on her. If its not hers

4. Act with courage then I get to possibly keep it.

1. Say the phrase "**you can't go wrong doing right**" and execute.

Career Path:

You have been working your marketing job for the last ten years, and it has been a great job. However, for the past three years, you have felt out of place at your job. It's not that you are discontent with your colleagues or your supervisors. If you were being honest, you haven't felt out of place; it's more like you feel out of purpose. If someone were to really press you, you would tell them that you felt like you should be a business owner in some form or fashion. As a marketing director, you have been working with business owners for years, and you have always envied the courage and tenacity of successful business owners. You could stay in your current job or pursue your more authentic calling as a business owner.

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

Fulfilling my calling.

2. Clarify your options

1. Write out option # 1

Stay at my current job.

2. Write out option # 2

Find ways to start a business

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. If being a business owner is more aligned with my calling then it would be wrong to not pursue that.

4. Act with courage

1. Say the phrase "**you can't go wrong doing right**" and execute.

Working with Your Employees:

It's been about a year since you hired Jeffery. He had come to your company as a highly regarded salesman. He was the brother of your friend and most significant client. Your friend who recommended Jeffrey also referred a receptionist to you, and she has been wonderful. After a year, however, Jeffery was not working out like the receptionist had worked out. He was always on time for meetings, but he was consistently disengaged during the meeting. He hit every sales goal you asked him and his team to meet, but the customer service problems that followed Jeff's sales killed any momentum made by the sale itself. Whatever revenue generated from the sale was quickly eaten up by lost recurring customers and paying for other customer



service issues. Jeffery also had the kind of personality that made everyone walk on eggshells. The last project anyone wanted to make a mistake on was one that Jeff was involved in. He often blamed other people when issues were brought to him, and he rarely seemed to take any meaningful responsibility. Overall, he just doesn't seem to be a team player. After several individual conversations addressing his behavior throughout the previous year, things aren't getting any better. As the leader of the company, you have a decision to make. Do you have a conversation with Jeff and tell him that you think it would be best if he sought other employment opportunities, or keep him around for another year and try to make it work? If you ask him to pursue other job opportunities, you risk damaging the relationship with your biggest client. If you keep him around, you risk causing further damage to your office culture and your reputation in the community. Plus, the time it will take to replace Jeffrey will also hurt the company's revenue.

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

An ethical and profitable business

2. Clarify your options

1. Write out option # 1

keep Jeff

2. Write out option # 2

~~keep Jeff~~ Encourage Jeff to seek other opportunities

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. Yes letting Jeff go may hurt profit in the short term, but long term a good reputation is better than a bad one.

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.

Drinking Alcohol:

You have been trying to stop drinking for the last six months. Every time you drink, you end up making poor choices. Many times, you end up depressed as well. You are thinking about calling your friend for help, but you just delay that phone call. You have prayed about drinking, but you still go back to the bottle. After a particularly heated argument with your mother, you hang up the phone in frustration. You see a bottle of alcohol about 20 feet away from you.



1. Clarify the desired outcome

1. What is the goal you want to walk towards?

I don't want to drink anymore.

2. Clarify your options

1. Write out option # 1

Drink the alcohol

2. Write out option # 2

call my friend and ask them to help me and pray for me.

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. I'm obviously not strong enough to do this on my own. I need help

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.

Spouses:

You and your spouse just got into a heated argument. Your spouse has had a tough few weeks at work, but you have had a tough few weeks at home. The internal frustration you both have finally boiled over into an argument. The argument got so bad that you had to go for a walk just to cool down.

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

A happy wealthy marriage

2. Clarify your options

1. Write out option # 1

Go back home but ignore my wife.

2. Write out option # 2

Go back home and express that I desire reconciliation. From there continue to work through the problem with Kadijah's best interest in mind.

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. This leads me to my goal

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.



Reflection:

Reflect on a problem that created indecision for you from the previous week. Run the problem through the system for decision-making and see if you can develop a solution (or a better solution) to the problem.

State the Problem:

I am looking at making some personnel changes
on my staff

1. Clarify the desired outcome

1. What is the goal you want to walk towards?

To have an effective team. We are accomplishing
our team and we are doing it the best way
possible

2. Clarify your options

1. Write out option # 1

Keep a person in place work/performing to
leadership roles

2. Write out option # 2

Have the person only focus on one role

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #2. The person is much more suited
for only focusing on one role than trying
to focus on two roles.

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.

Anticipate:

Look forward to the next seven days. In the next seven days, what problem do you see that may create indecision in you? Run the problem through the system for decision-making and see if you can develop a solution.

State the Problem:

What video should I produce this week?



1. Clarify the desired outcome

1. What is the goal you want to walk towards?

Produce one video a week, Produce the video that God wants me to do.

2. Clarify your options

1. Write out option # 1

Produce a short for the week.

2. Write out option # 2

Produce a video on bapt. 3m

3. Pause and align

1. Write down the option that will best take you towards your goal and why.

Option #1. At the beginning of the year of the year I said I would do one long then one short video. This week I am supposed to do a short.

4. Act with courage

1. Say the phrase "you can't go wrong doing right" and execute.

