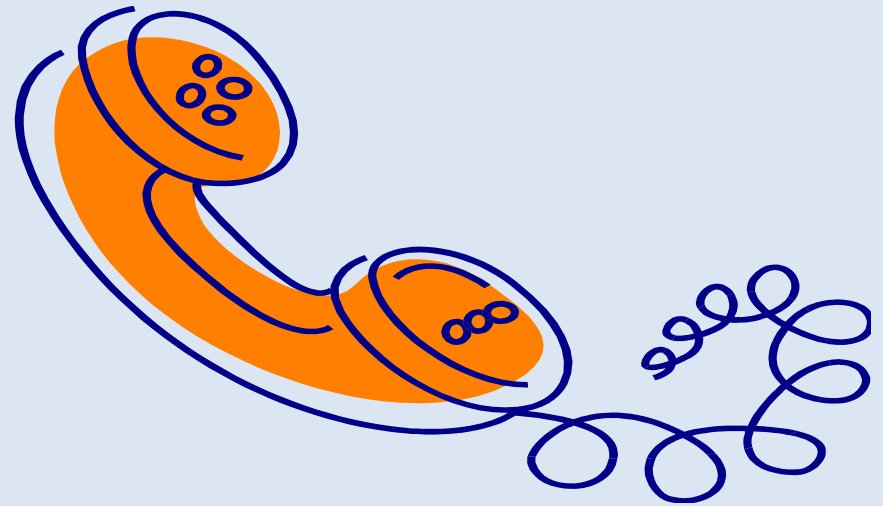


**MAKE NO  
MISTAKE:**  
How to make the  
**BEST DECISION**  
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ANNETTE DUBROUILLET



# Implementing the 7-Step Decision-Making Process

Telechat April 10, 2013

Hosted by Annette Dubrouillet



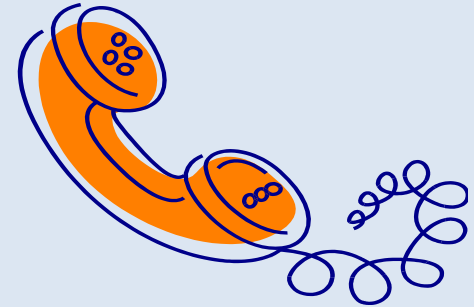
[www.bestdecisionfirsttime.com](http://www.bestdecisionfirsttime.com)

973-998-4620



# Three Components Impacting Decisions

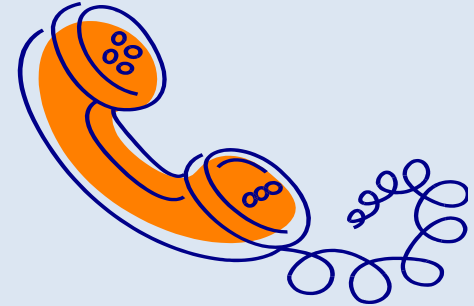
1. Personality
  - a. Left-brain/right-brain
  - b. Open-ended/Closed-ended
  
2. External (and sometimes internal) forces, aka *Decision Drivers*™
  
3. 7-Step Process





# 7-Step Decision Making Process

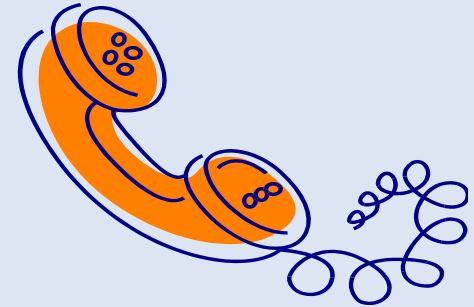
1. Define the problem
2. List criteria and constraints
3. Identify possible solutions
4. Evaluate the options and make the decision
5. Implement the decision
6. Assess the results
7. Redefine the problem





## Three steps where problems can usually occur

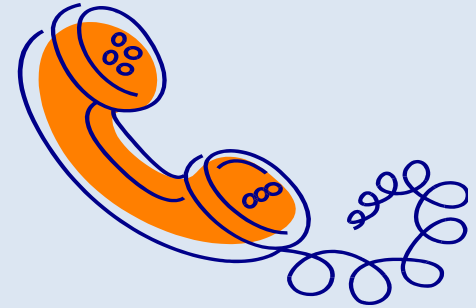
1. Define the problem
  - a. Same sheet of music
  - b. Assuming everyone sees the same thing
3. Identify possible solutions
  - a. a right-brain activity
  - b. Closed-ended deciders
5. Implement the decision
  - a. False-sense of success
  - b. No action plan



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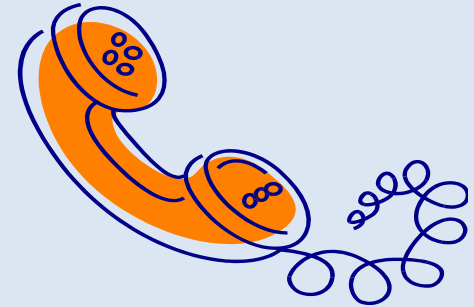
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## Three steps where problems can usually occur

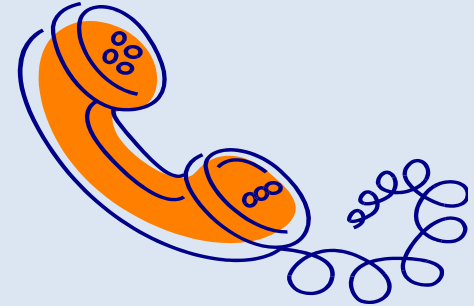
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# 7-Step Decision Making Process

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3. Identify possible solutions
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