

Make Better Decisions...Faster

— *5 Tools for SMart Decision-Making*



by Jonn Kares

The Self-Agility Coach

www.jonnkares.com

All Rights Reserved © 2024

Leadership performance is measured by the outcomes of decision-making.

The key to making better decisions faster is to change how you choose to look at it.

SMart stands for: *Self-agile Methods of Applied Right-brain Thinking.*

The SMart Right Brain Thinking tools in this guide invite you to change how you think about the decisions you have to make, and change the way you think about the options you think you have available.

Try out these new habits of thinking on an experimental basis, and watch your decision-making get SMart.

Let's get to it...



Create your Certainty

Decision-making is confounded by uncertainty.

How can you make good decisions when you can't make good predictions?

But certainty is only illusive when you insist on certainty and uncertainty being evenly balanced polar opposites. With certainty being the good desired thing. And uncertainty being the bad thing to avoid. Always at war with each other, fighting for dominance.

But it's the war against uncertainty that makes decision-making so difficult. Because banning uncertainty keeps you cut off from possibilities that make decision-making quick and effective.

Try making this mental shift. See uncertainty as being WAY bigger than certainty. With certainty being just a small tiny speck of the vast universe of uncertainty.

Certainty comes from what you choose to pick out from that vast infinite sea of possibility.

Being intentional about asking for what is wanted, and allowing it to emerge from uncertainty transforms uncertainty from threat to a resource. The ultimate resource.

A resource you can rely on as you develop capability at making good decisions without needing to depend on making good predictions.

Certainty only works when it is allowed to always be changing.

And the decision to create and re-create your own certainty is only yours to make.



What do you want to have happen?

Decisions are easy when there's only one thing to choose from.

But when you're drowning in options from the demands of too many conflicting priorities, it's easy to lose sight of what's really wanted.

Decision-making becomes impossible having to satisfy so many other masters fighting amongst themselves.

A leader's responsibility is to clearly identify in detail and nurture the ultimate desired outcome. **Decision-making is how that gets achieved.** But only when the reasons for that decision are clearly delineated and articulated.

Keeping alive **the INTENTION of what you want to have happen** becomes easier by reverse engineering how it might come to be. In your mind's eye, see the desired outcome fully formed, shining brightly in the sun. Now imagine a possible sequence of steps that came before it to make it become real, with each successive step, going backwards through time, getting closer and closer to where you are now. Being prepared to **allow these steps to change and be altered as circumstances change**, but never losing sight of the feeling of that perfect desired outcome of what you want to have happen.

Maintaining relentless consistent intentional focus on what you ultimately want to have happen, without being concerned about how it will happen, **allowing how it will happen to freely change**, increases the likelihood of it actually happening.



Ordering Off the Menu

When confronted with a decision, the first natural thing to do is look at what there is to choose from. **To make a list all the options that first come to mind.**

We're all used to picking from menus of items presented to us. From the courses to pick at school, to what to eat in a restaurant, to what to buy from the purchase options the algos have selected for us.

When it comes to decision-making, though, considering the known menu of options is **NOT the *END* of the process, but just the *BEGINNING*.**

Don't presume what's already on the menu includes everything.
Because it doesn't.

Limiting yourself to just the immediately recognizable available or pre-determined options may appear to be making decision-making easier, but taking a pause to seek out additional alternatives allows not-yet known possible choices to emerge that could be even better.

You pay for the convenience of choosing from just what's on the menu by cutting yourself off from **an even larger set of relevant meaningful options to choose from.**

The habit of closing your mind to just what's already known does not serve your best interests. **Because you always have way more better options than you think.**



The Lie of the Shrinking Pie

A constraint imposed on decision-making is having to choose just from what can be confirmed to be known. The more verifiable facts the better. Which is all well and good. Until it's recognized that **the data set doesn't include everything.** When new information comes to light too late after 'hard fork' choices have been committed to from which there is no turning back.

Entrenched legacy organizational thinking habits define success as being able to make do with having to work with only what's known to be available before it disappears. **The expectation of ever-shrinking resources is so prevalent as to be accepted as just the way the world works.**

But whole new worlds of possibility open up with a willingness to let go the idea that there's not enough to go around, letting go the idea that resources are in limited supply.

Consider the possibility that everything in the world is always emerging from that same vast infinite universal pool of uncertainty that certainty is created from. **A no-thing that is all things.**

And that when asked for, delivers the exact right resources to turn up at exactly the right time. Including the most relevant and useful information on which to make the best decisions.

Try experimenting with expecting and allowing something desired to emerge from the nothing of everything.



Point of Being

Decision-making can look different depending on where you're standing. And can look different depending on *when* you are standing there. It can also look different depending on who you think the person is doing the deciding. As who you think you are changes, so does the way you think about making decisions change.

Throughout all these different perspectives, one thing remains constant. And that **one thing that remains constant is your Point of Being (POB)**. Not to be confused with 'point of being' as in your purpose, but 'point of being' as in where you are standing, the place inside you from which you are observing, the place that defines your point of viewing. Your POB is an ever-lasting place inside you that moves with you as you move. Your POB is **an internal guiding lighthouse** that changes the position of your point of view. Because wherever you go, it goes.

Making decisions does not require you to stand still, resolute in one spot.

Indeed, allowing yourself the mental and physical freedom to move as you make decisions brings fresh insight and information, which can result in better decisions faster.

It's persistently referencing and being guided by your constant and moving inner POB that lets you do that.



Feelings aren't everything...they just feel like they are

We are taught there is no room for emotions in decision-making. That feelings are to be kept out of the process. That rationality, and only rationality, is the hallmark of good decision-making.

Which is a pity because that leaves us having to make decisions with only half of the information we need.

Feelings are essential. They let us know we are alive. Emotions are messengers. Even the uncomfortable ones. Even the ones that feel like they could overwhelm and kill you. But it's not feelings that kill, but denying them that does.

Change always brings new sensations. Welcoming and learning from the messages they bring adds to the data set on which decisions can be made.

Preventing feelings from taking over decision-making happens by never forgetting **feelings aren't everything, they just feel like they are.**



There is No Right Decision

The bad news is the sought-after RIGHT decision is always just a receding mirage on the horizon. Predicting outcomes with 100% accuracy is a game of chance. The only way to find out the results of a decision is to make it and see what happens.

The good news is RIGHT decisions come about by making the best decision available now, and then making that decision right. If you don't like the outcome of a decision, then choose to decide something else. Identify what could be improved to make for more desirable results. Or maybe undesirable outcomes are actually messengers pointing to new previously not known directions and opportunities. The only way to know is to act on a decision.

To avoid being caught off guard, be prepared when making any decision by making a list of all the worst things that could happen. The blows of what at first might seem like negative outcomes are also softened by viewing them as learning opportunities. The more learning, the more valuable the decision made becomes.

Any decision that requires all-or-nothing "betting the farm" needs to be reevaluated. How can it be broken down into smaller scale initiatives that can be tested that don't require risking everything, and from which results can be quickly gleaned? And where is the mandate to bet everything coming from? If it's competitive pressure, what possible "blue ocean" decision opportunities might there be you can excel at instead of just being in reactive mode? What other areas could there be to be explored in which to better create your own certainty?

There are no right decisions. There are only the decisions you make that you make right.



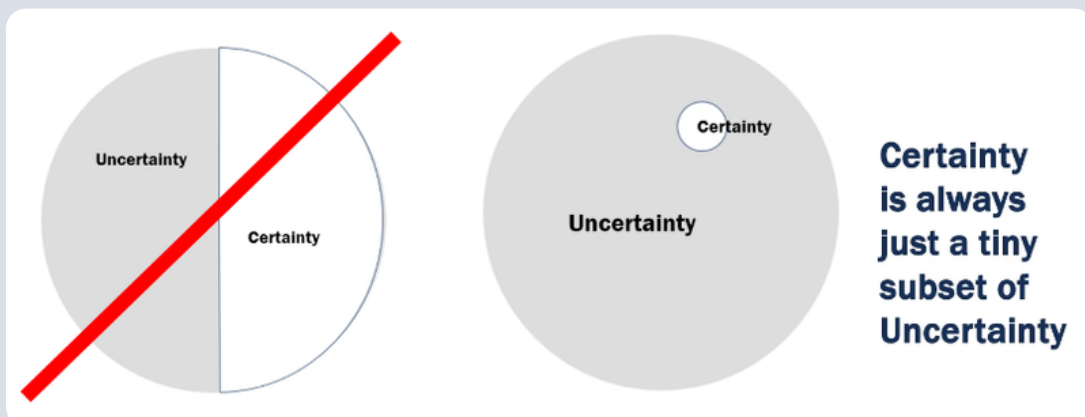
Summary

So that's seven **Self-Agile Methods of Applied Right-Brain Thinking (SMart) Decision-Making tools** that let you make better decisions...faster.

1. **Create your Certainty**
2. **What do you want to have happen?**
3. **Ordering Off the Menu**
4. **The Lie of the Shrinking Pie**
5. **Point of Being**
6. **Feelings aren't everything...they just feel like they are**
7. **There is No Right Decision**

But these tools can do nothing for you until you put them into practice.

Let me show you how I can help you with that...





Jonn Kares, *the Self-Agility Coach*

Let me help you make better decisions...faster

www.JonnKares.com

The pace of decision-making continues to accelerate

Variables are no longer fixed, goals and destinations are uncertain, and decisions are always subject to change. And in the face of all this uncertainty, leaders are expected to be making all the RIGHT decisions even faster.

Leaders need to get SMart—*Self-Agile Methods of Applied Right-Brain Thinking*.

My SMart Decision-Making Coaching relies on *Clean Language Symbolic Modeling* and little known *Right-Brain Thinking* tools and techniques that empower leaders to make better decisions faster.

Resolve immediate decision-making challenges via private On-Demand 1:1 strategic Clean conversations with me. Curious? *Your first SMart Decision-Making Strategy Conversation is always free.*

SCHEDULE YOUR SMART STRATEGY SESSION HERE

Attract

Created with Growth Tools in Partnership with Leadpages