ADVANCE
YOUR DECISION MAKING

Aileron®

FRAMING THE DECISION

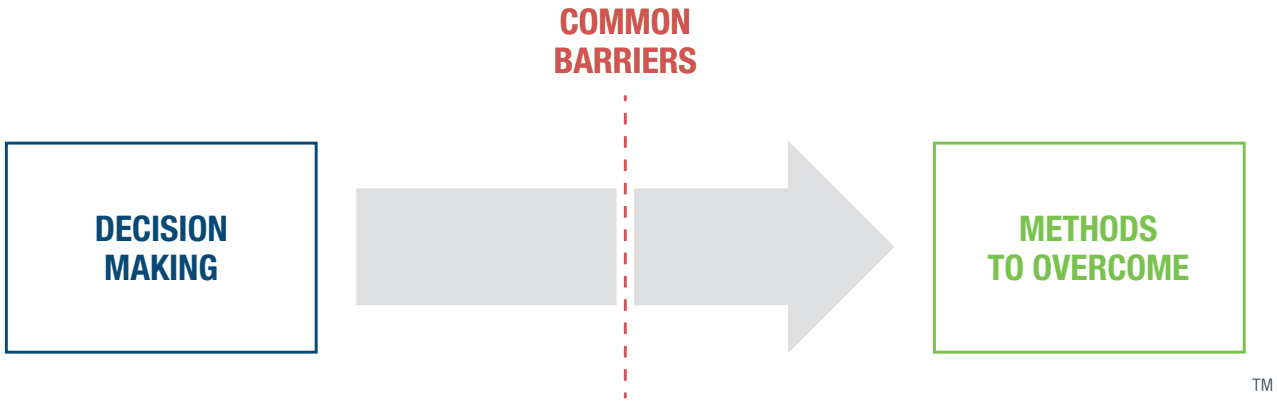
- What is the decision you need to make? How did the decision come up?

- Who does the decision impact?

- What are the implications/outcomes of the decision?

- What makes the decision so difficult?

- Other



TM

Framing The Decision	Fear in the Decision	Choosing a Different Energy
	Indecision About Taking Action	Change/No Change Decision Making Tool
Weighing the Options	Conflicting Values and Beliefs	Being Intentional with Values/Beliefs and GAILs
	Analysis Paralysis	Decision Information 360
Making the Decision	Misaligned Brainstorming Process	Creative Respiration
	Unconscious Thoughts and Emotions	Choosing How You Want to Show Up

CATABOLIC LANGUAGE

disempowering and tears us down

- Should, might
- Need to
- Have to
- Can't
- Always, never
- Must
- But
- Try
- Maybe
- I think

ANABOLIC LANGUAGE

centered, grounded, responsible, powerful, healthy, and empowering

- Choose, desire, want
- It's important to me
- Desire to
- Am not willing to, choose not to
- Sometimes, often, seldom
- Choose, desire
- And
- Intend, aim
- Yes, I will or No, I won't
- I know or I don't know

LEVEL 7 NON-JUDGEMENT	The bigger picture is...
LEVEL 6 SYNTHESIS	What if...
LEVEL 5 OPPORTUNITY	How might we...
LEVEL 4 CONCERN	To support my team I will...
LEVEL 3 RESPONSIBILITY	We need to...
LEVEL 2 CONFLICT	I won't...
LEVEL 1 POWERLESS	I can't...

What energy level do you choose to engage at for the decision you're considering?

How might I describe my decision using language that matches that energy?

	CON	PRO
NO CHANGE	1ST What is driving you to feel the need to act?	3RD How do you benefit from the situation as it is today?
CHANGE	4TH What costs or risks will need to be paid if you take action on your decision?	2ND What are the benefits to the decision?

VALUES AND BELIEFS

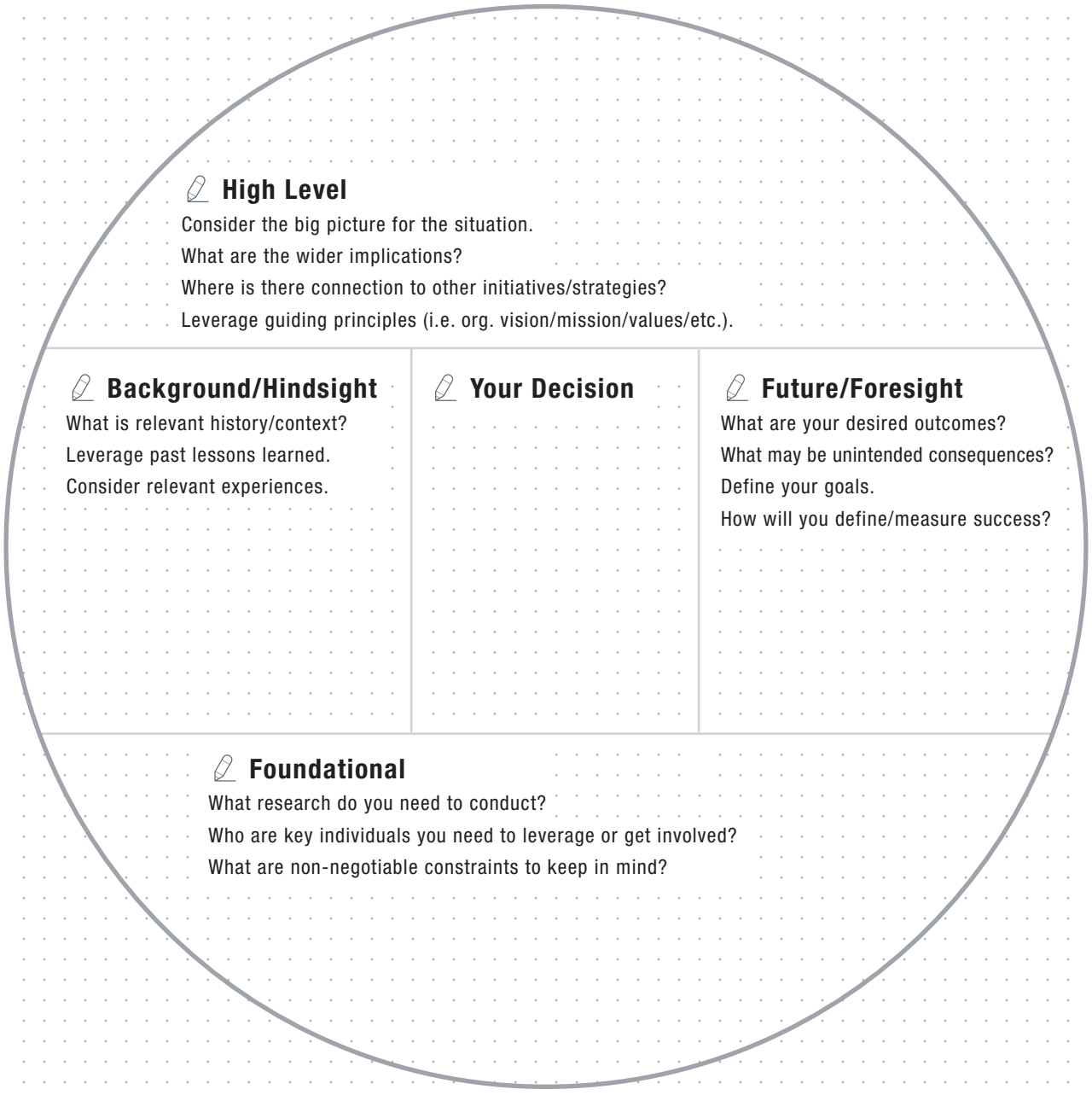
- Which of your values/beliefs relate to your decision?
- Describe any conflicts between what you value/believe and the decision.
- How might you prioritize, think about, or express your values/beliefs in a way that is both genuine and supportive of your decision making?

GAILS

- Where are gremlin messages, assumptions, interpretations, or limiting beliefs casting doubt on your decision making?
- How might you prove these GAILs are untrue?
- What new, confident thoughts do you need to be central to your decision making?

Instructions:

Reflect on the questions in this 360 to gain balanced insight for your situation. Place major insights inside the circle and any secondary insights outside the circle.

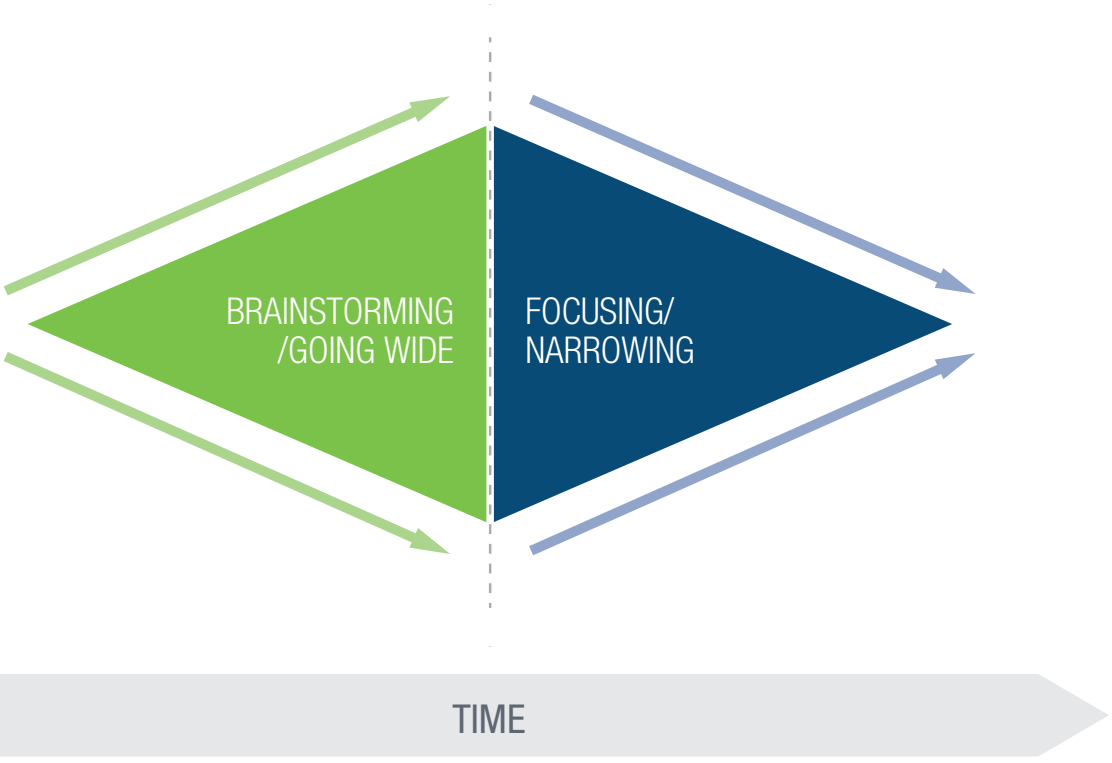


DIVERGE

GENERATE IDEAS (CREATE CHOICES)

CONVERGE

EVALUATE IDEAS (MAKE CHOICES)



How should you implement the process of Creative Respiration with your team (separate individuals, separate meetings, how will you explain the process, etc.)?

How might you help your team generate and brainstorm new ideas?

How might you help your team evaluate and narrow on a solution?

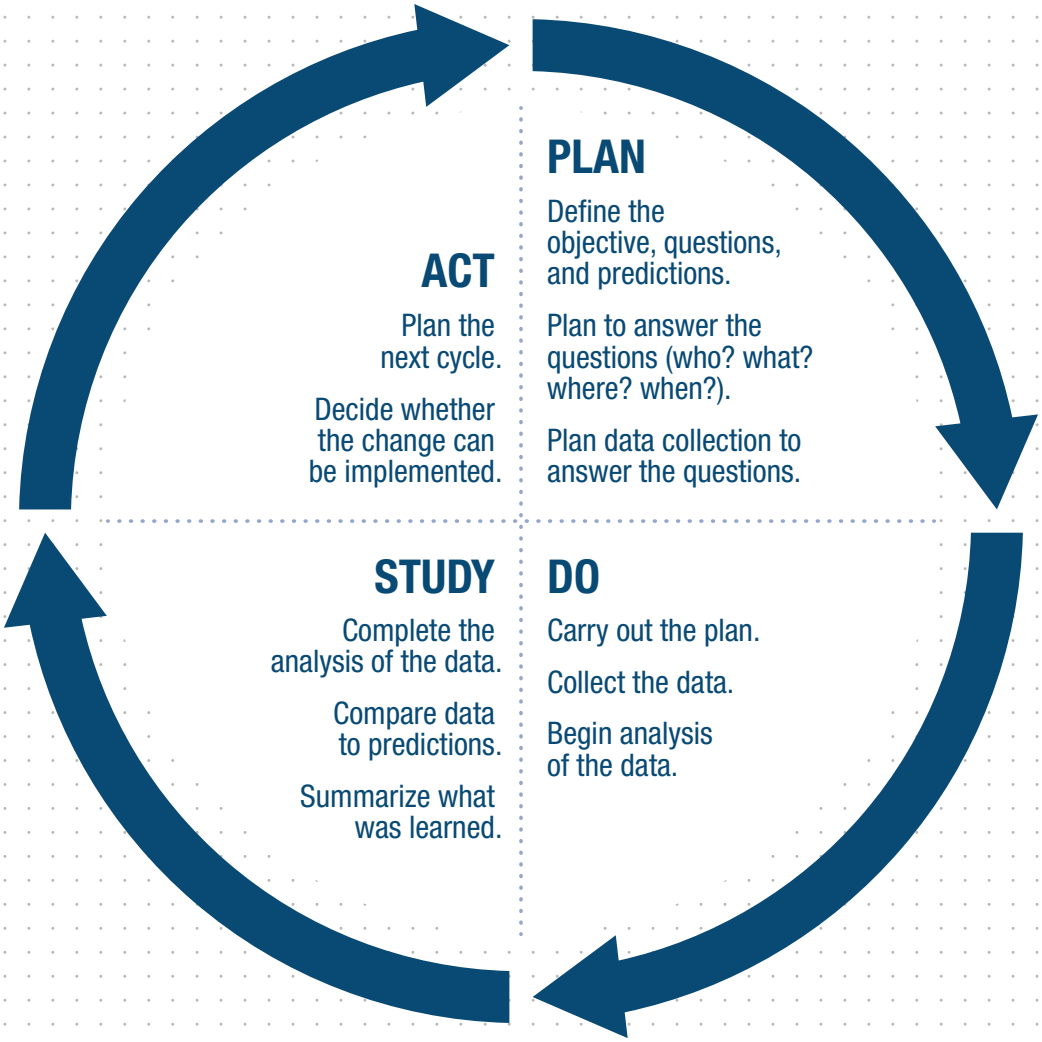
YOUR THOUGHT AND EMOTION IN THE SITUATION

What thought do you currently have surrounding your situation?

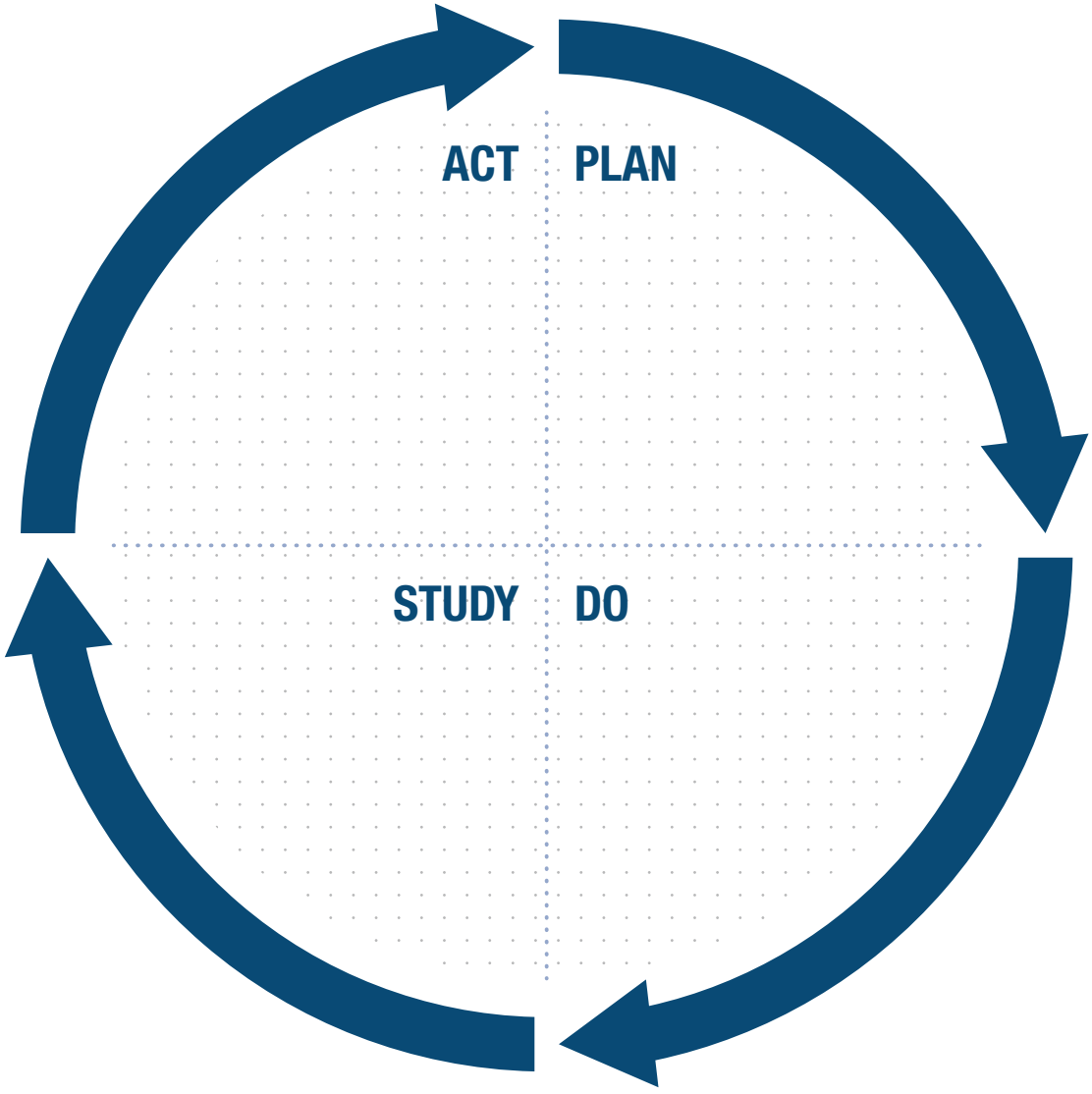
What is your emotion connected to the decision you need to make?

Is that thought and emotion helping you to show up the way you want to in this situation?

How might choosing a new thought lead to a different outcome in your situation?



This visual contains Aileron's interpretation of Out of the Crisis, W. Edwards Deming



How is this decision part of your larger plan to collect information and improve?

NAME Adoptive Decision Making Process AIM To process info and decide

FRAMING THE DECISION	WEIGHING THE OPTIONS	MAKING THE DECISION
• Choosing a Different Energy • Change/No Change Decision Making Tool	• Being Intentional with Values/Beliefs and GAILs • Decision Information 360	• Creative Respiration • Choosing How You Want to Show Up

Why are these specific tools and resources relevant to your situation?

How will the use of these tools and resources support you in moving towards a solution?