

## **Module 6**

### **Developing Highly Paid Skills**

#### **Principle 1 - The School Of Decision Making.**

Now in my opinion, having studied successful people for years and also having a track record of achieving results consistently myself. That's both personally and professionally. One of the things that I have determined is that the mother of all skills is the skill of decision making.

People often say that they find it hard to make decisions and reality is we all have to make decisions from time to time ranging from small decisions like what we should have for lunch or what time you going to go to bed and for some really critical decisions like what occupation to pursue or who to marry. Many people put off making decisions by endlessly searching for more information or just seeking lots and lots of opinions. Some results of decision making by taking a vote or sticking a pin in a list or tossing a coin and there are some that just avoid making decisions altogether.

Now let's talk about what decision making is. In its simplest sense, decision making is the act of choosing between two or more alternative courses of action. In the wider process of problem solving decision making involves choosing between possible solutions to any problem. Now it needs to be understood that decisions can be made through either an intuitive or through a rational process or even a blend of these two processes.

So intuitive senses are just about using your gut feel about choosing a possible course of action. And you should absolutely listen to your gut when you're making a decision because your gut is typically a reflection of all the experiences that you've had in life. But sometimes relying completely on gut feel can mean a distortion of reality based on perceptive ideas or biases which may not have been examined and may not be fully developed.

So it's absolutely worth examining your gut feel closely if you have a very strong feel against or towards a particular course of action. Just see if you can work out why though. You must ask yourself, why you feeling a particular way? And just to ensure that you know your feeling is justified.

So the second way you can make decisions is rational thinking. Rational thinking simply means using facts and figures to make decisions. It has its roots in you know, studying actual hardcore data. So, uh, despite the fact that there is a heavy reliance by academics and corporations to, uh, look at rational-- to look at data, to drive rational thinking, the fact is that rational thinking also has its limitations because it ignores certain intangible and emotional aspects of decisions and it can disregard issues that can't always be captured by data, but are pertinent to how decisions are made.

Now, there's nothing wrong in relying on your intuitive senses to make decisions. But generally speaking, it is more acceptable to use a blend. Is generally recommended that for more complicated decisions, they should be a more structured approach. Which should involve at least some sort of rational thinking. But it's best when you combine that with some intuition. And that way you can really