

Group Number-27

DECISION MAKING UNDER PRESSURE

Methods to decide effectively
in stress

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OBJECTIVES

- **Evaluate Performance:** Understand the critical link between pressure and performance, and how stress impacts decision quality in real-world scenarios.
- **Diagnose Barriers:** Accurately identify the main psychological and environmental challenges that cause poor decisions, such as Cognitive Overload and Time Pressure.
- **Implement a Proactive Toolkit:** Apply practical, proven methods—including the OODA Loop and key Mental Models—to ensure clarity and confidence when decisions matter most.

WHAT IS DECISION MAKING UNDER PRESSURE?

- Decision Making - Choosing the best option among alternatives.
- Pressure - High stakes , limited time, emotional stress
- Happens in business,sports,medicine,military,daily life.



Image: Ai generated

WHY IS IT SO IMPORTANT ?

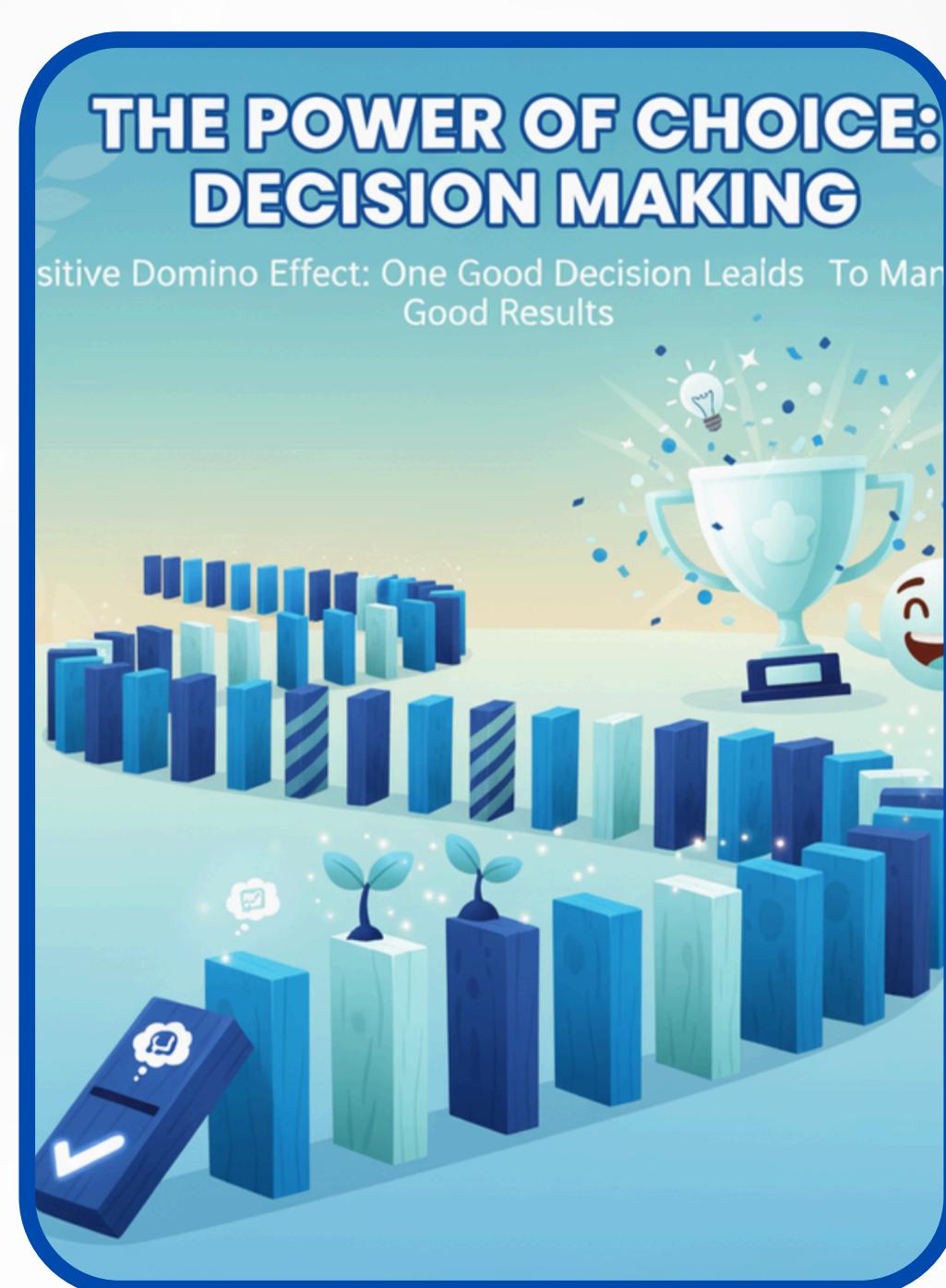
POOR DECISIONS UNDER STRESS

- Mistakes
- Losses
- Risks

EFFECTIVE DECISIONS

- Success
- Safety
- Performances

PRESSURE REVEALS LEADERSHIP
AND TRUE CHARACTER.



THE POWER OF CHOICE: DECISION MAKING

Positive Domino Effect: One Good Decision Leads To Many Good Results

THE POWER OF CHOICE: DECISION MAKING

Negative Outcome: One Poor Decision Leads To Challenges



WHAT ARE THE CHALLENGES ARISED?

Cognitive overload happens when the brain gets more information than it can process at once. This makes it harder to stay focused, think clearly, and make good decisions.

Emotional interference is when feelings like stress, fear or even excitement get in the way of clear thinking. It can cloud judgment and sometimes push us into making impulsive decisions.

Time pressure occurs when tasks must be completed within a limited period, often leading to stress and rushed decisions. It can reduce the ability to carefully analyze options and may increase errors.

1

Cognitive Overload

2

Emotional interference

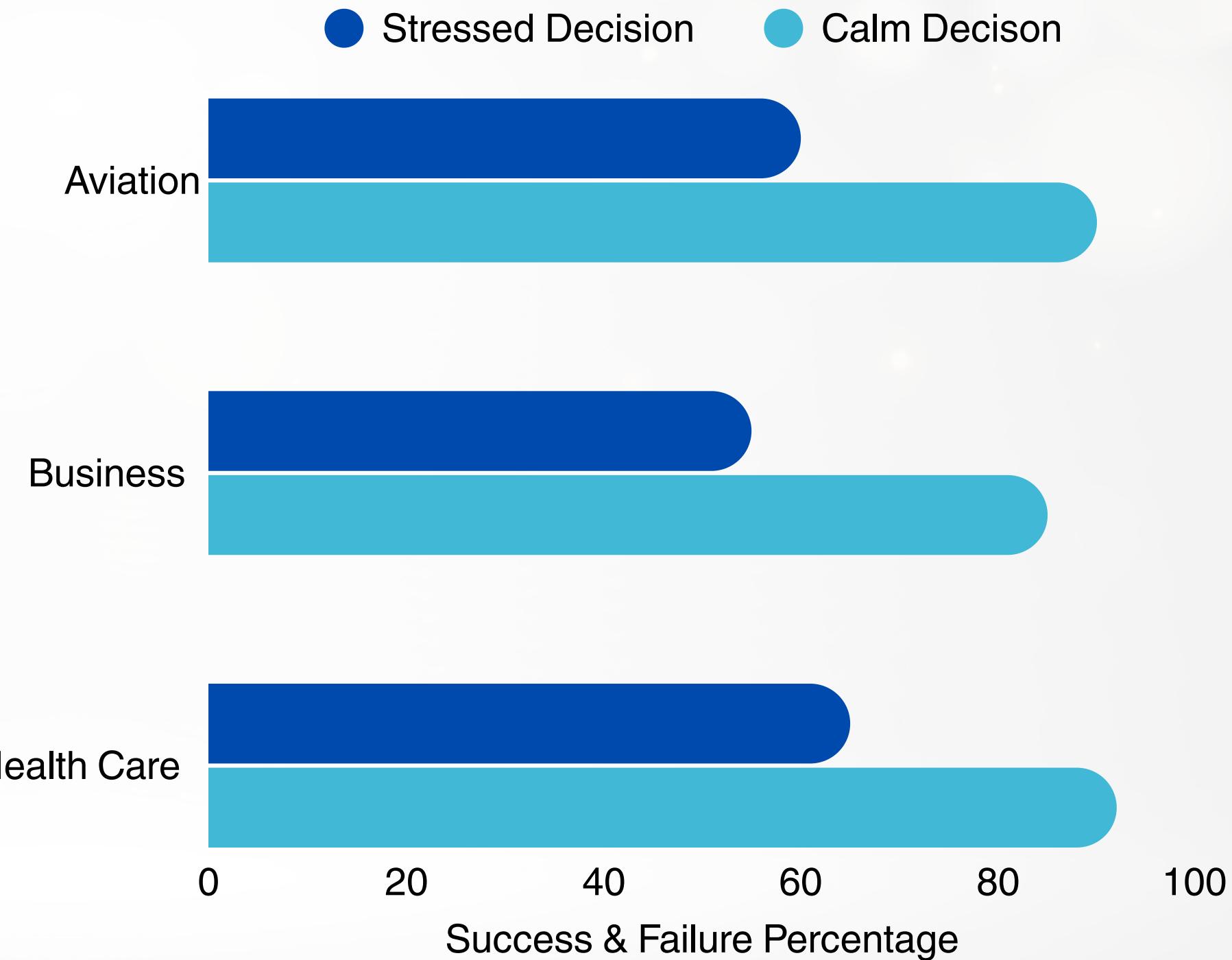
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Time pressure

PRESSURE & PERFORMANCE

This chart highlights how decision quality drops under pressure, calm decision-making shows significantly higher success rates compared to stressed decisions.

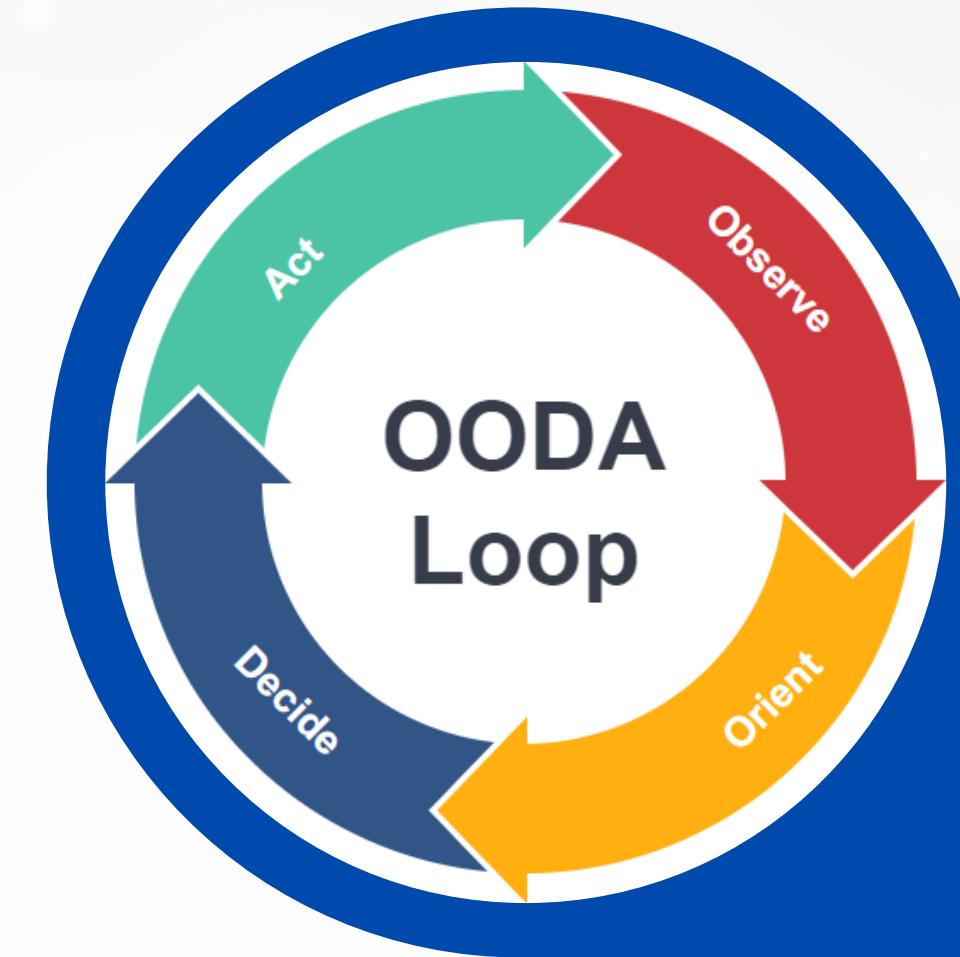
The data emphasizes the importance of managing pressure to avoid costly mistakes.



-Source: Phillips-Wren & Adya (2020),
Journal of Decision Systems

METHODS FOR BETTER DECISIONS

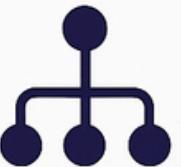
- Stay Calm : Research shows slow breathing (**6 breaths/min**) can reduce cortisol by up to **20%** in 5 minutes improving clarity.
- OODA Loop: Originally used by US Air Force pilots to make life-or-death decisions in seconds; now applied in business and crisis management.
- Prioritize Critical Info: In emergencies, people who filter noise process info **30–40%** faster (Harvard Business Review).
- Practice Under Pressure: Teams that run scenario drills make **25%** faster decisions during real crises (McKinsey study).



-Source - Harvard Business Review,Mckinsey Study

TOOLS & APPROACHES

DECISION-MAKING TOOLKIT



Structural Tools

Decision Trees, Pros-Cons Lists

Simple structure reduces 'choice overload' – shown to cut decision time by 15-20% in studies



Mental Models

Opportunity Cost

What do I lose by picking one option over another?

Worst-Case Scenario

Stress-test my plan

First Principles

Back to basics



Team Input

Groups with shared responsibility⁺ make 60% fewer errors under pressure

- Decision Trees / Pros-Cons Lists:
Simple structure reduces "choice overload" – shown to cut decision time by **15–20%** in studies.
- Mental Models:
- **First Principles** (break down problems to basics).
- **Opportunity Cost** (what you lose by picking one option over another).
- **Worst-Case Scenario** (stress-test your plan).
- **Team Input**: Groups that share responsibility make **60%** fewer errors under pressure (MIT Sloan research).

Source- MIT Sloan Research

KEY **TAKEAWAYS**

Stress is natural, but manageable

1

Stress doesn't have to control decisions.
Pressure influences decisions, but
awareness is the first step.

Use practical methods

2

Pause, analyze, prioritize, then decide.
Right methods turn pressure into
strength.

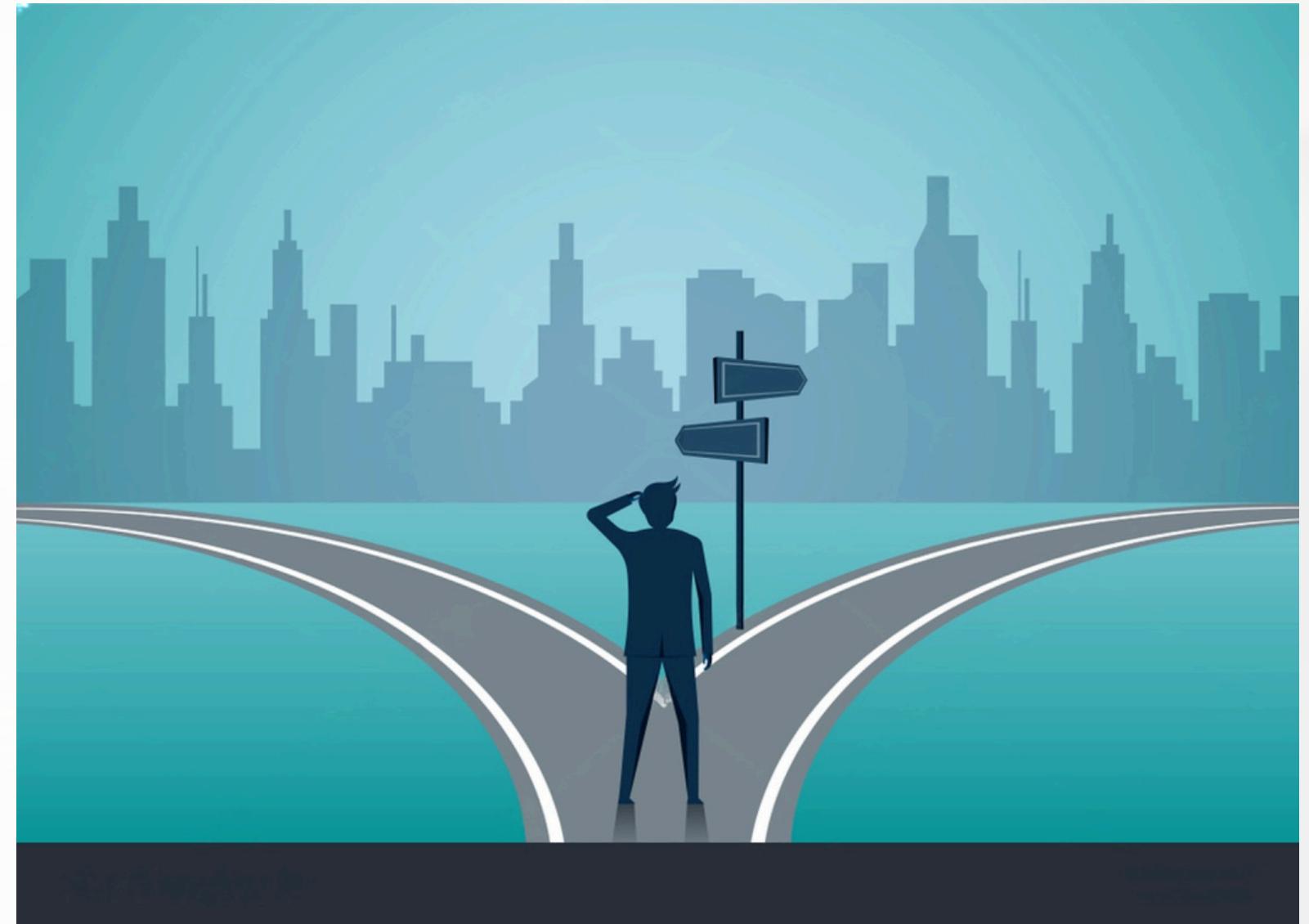
**Improves personal & professional
growth**

3

Builds long-term confidence and clarity.
Better judgment, confidence, and
communication.

CONCLUSION

- Decision-making under pressure shapes our future.
- Every challenge is a chance to grow.
- With practice, clarity and confidence become natural.



[Image: Adobestock](#)

Good decisions today = Better opportunities tomorrow.

REFERENCES

- Phillips-Wren, G., & Adya, M. (2020). Decision making under stress: The role of information overload, time pressure, complexity, and uncertainty. *Journal of Decision Systems*.
- Porcelli, A. J., & Delgado, M. R. (2017). Stress and decision making: Effects on valuation, learning, and risk-taking. *Neurobiology Review*.
- “Under pressure: the interaction between high-stakes contexts and performance.” PMC, 2022.



THANK YOU