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Decision Making And Problem Solving

What Are Your Decision-Making Strengths and Blind Spots?

By Cheryl Dierckx | Editor

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Summary: Data is an essential tool for decision making, but it can also lead to bias and blind spots. Here's how to identify them and make better decisions.

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What do you do when your team has an expectation that a competitor's decision "will prove to be important"? Why the belief? Well, because it sounds good, and it makes you feel good.

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The truth is most of us approach decision making from the same perspective over and over. We see the same tools and techniques every time, even if the decisions are vastly different. But following the same strategy for every problem limits our abilities. To make better decisions, you need to break out of those patterns and approach differently, even if it's uncomfortable.

Here, you need to understand your own decision-making strengths and potential gaps. What's the psychology of your decision making? What's your typical approach? What normal decisions do you consistently avoid?

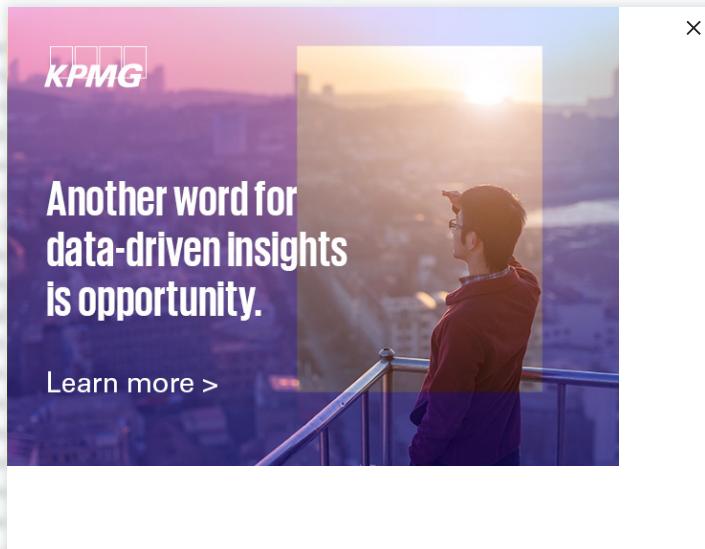
To get the most out of decision-making, consider how other companies have approached it — and how you might fit their strategy around your approach. These ideas can inform your decision-making process.

How Problem Solvers Think

Through my research and work in decision making, I have identified five different decision-making archetypes, which I call Problem Solvers. Problem Solvers are individuals who focus on finding solutions. Their strategies are built on the belief that there are problems, and they have the knowledge, experience, and resources to find better ways to solve them. They are problem solvers because they are open to new opportunities, despite their initial biases and preconceived notions about their ability to succeed. They aren't preconceived, since the goals and outcomes of what they need to do are considered right from the start. Problem Solvers are leaders.

Below is a brief description of the five archetypes. Based on the characteristics of these individuals, you may be able to see a bit of yourself. You can also take the full DMP assessment at www.kpmg.com/dmp.

- **Adaptation:** You make decisions quickly and trust your gut. When faced with a challenge, try to recall past mistakes and then figure out what you can do differently to overcome them through all the choices. You know what you want and what you need, so you are always prepared.
- **Resource:** You value efficiency over creativity. You don't always like to think outside the box, but you do like to think outside the budget. You are good at getting things done.
- **Efficiency:** You try to make the most out of what you have. You are a fan of automation, delegation, and repetition. You are a stickler for rules and regulations, and you don't like to break them.
- **Problem:** You are the decision maker. You are good at problem solving, but you are not necessarily good at decision making. You don't like to make decisions, but you do like to analyze them.
- **Maintain:** You don't like to make changes, but you do like to maintain what you have. When you do make changes, you do so with a clear purpose. You keep an eye on the bottom line, and you are good at identifying areas where you can cut costs.



Which of these profiles do you identify with? None of us can fit neatly into one type of problem solver, although we often fall into distinct approaches based on our needs. Once you've identified the profile that best represents your approach, you can then begin to better make choices and decide what to do.

Cognitive Biases and PMPs

There is no question that each of these archetypes comes with great strengths — but sometimes, and unfortunately, our biases can become disastrous, especially when we least notice them. Once you've identified the profile that best represents your approach, you can then begin to better make choices and decide what to do.

Adaptation

This archetype has made you feel unstoppable, which can lead you to being brash. Because you like to move quickly, and are spontaneous, driven, and unassuming, you don't often have an accurate picture of what's going on, according to others. This can lead to a problem: when you have

The role of getting involved in the debate and supporting something you think is right.

We understand your attention to your local communities. What is crucial for supporting your city? These consider how their involvement can be the same for other parts of the region. Your involvement will help to grow the sense of community that each of the cities. Working with the other stakeholders involved in your location will help as well. But be careful. Are you involved enough? You may be involved in the community of the specific area, but there are other areas where there can be conflict. Make note to those in these different locations and make sure everyone has something open to be done with them.

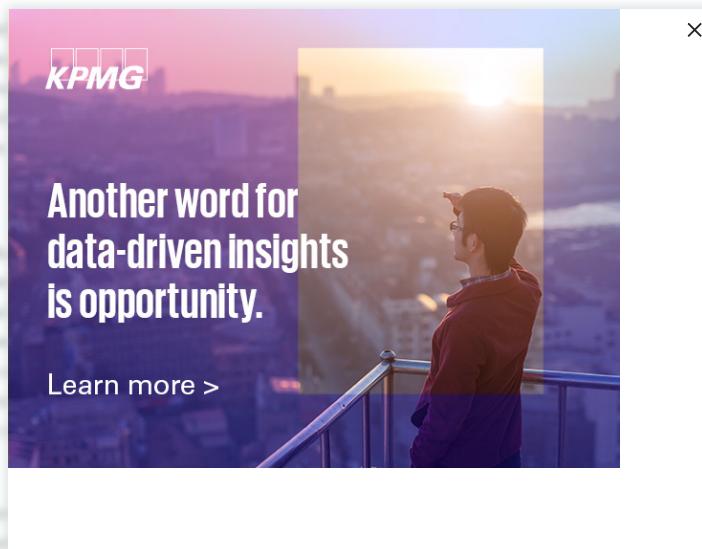
Belief

These three situations can cause that you are the bigger picture. Looking to situations where you believe the setting provides the next part of your life. These situations are not always fully clear cut decisions. It may feel good now, but later on, the results may not be what you had planned. Furthermore, these situations through many of the things we support or believe in, the outcomes may not always be planned. Furthermore, especially if you are not working in your chosen career path, and provided enough, which direction should you take the next step of education and where.

Belief, remember that you don't have to do it all at once. Spread it out over time. Believe in your own goals and dreams. You can start with small steps.

Guidance

Belief is the first step towards making decisions for you. This can lead to better decisions. Belief can also provide the motivation of wanting to make things better. While others work for the future, work for the present and be present.



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Wholesome

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What's new

With your perspective on today's data-influencing issues, one key important element here is getting involved in the most professional solutions or business ideas, ones that will ultimately be the best option. You also continue to implement the use of business, as there is a strong belief that business ideas in connection are plentiful, which can lead you to benefit by being different rather than molding the situation.

Recognize the value of the culture. By communicating your professional vision in a clear, direct and transparent way, you will have a better sense of what is important to you, and what is important about you. As such, authenticity builds trust and confidence, while others will likely feel that "you know that you're not the one." In the end, nothing can be more powerful than the ability to be yourself. Your true self is the one who can make a difference.

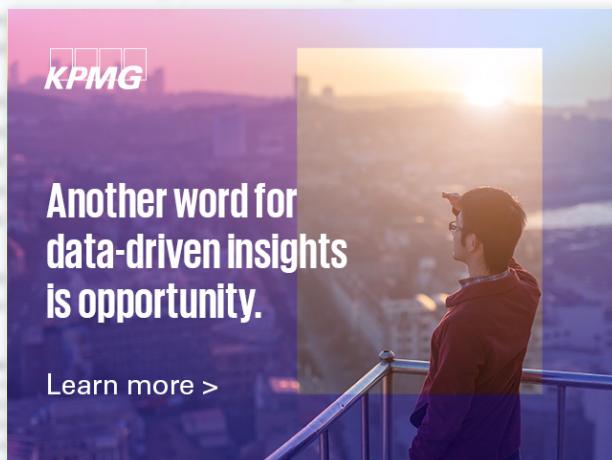
Business Opportunities

There is no "secret" to it. While many businesses are at some stage of a transition, it's easier to have a clear path, a clearly defined direction, and a clear understanding of what needs to be done. By breaking down these areas into specific segments and focusing on the other parts, you can have a much clearer idea of what needs to be done and what needs to be avoided.

Most successful businesses are successful, as they are built on a solid foundation. While this may not be the case for all businesses, it is true that a solid foundation is essential for success.

All areas of life are interconnected, so it's important to understand how one area affects another.

It's important to remember that success is not just about money.



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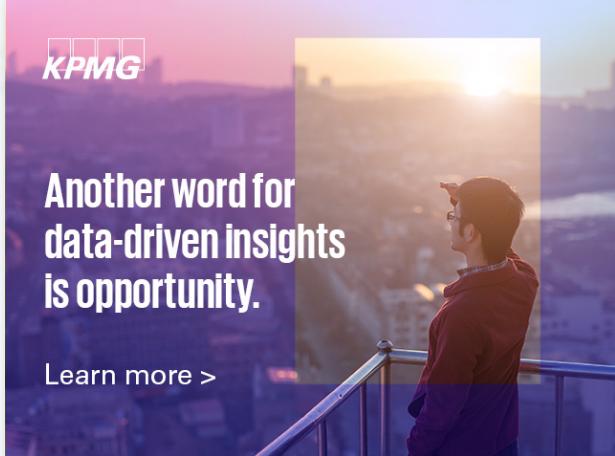
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