**Assignment– 2**

**Developing decision support tools or aids**

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Decision-making is an everyday activity. It is imbibed in humans like a vital process. Decision-making can be tricky and tedious as there are many things to consider. Before making any decision for any given task all aspects of it should be considered.

Human brain processes and manages information in two major ways, first one being the intuitive way and the other analytic way. The intuitive type of thinking is mostly reflexive and autonomous. It comes from the subconscious mind and is developed based on the experiences one accounts in their life. The analytic way is conscious thinking, which involves analyzing any scenario slowly and based on logic.

Therefore, before making major decisions in life one should consider both aspects of thinking. Additionally, there are many decision-making tools available to help a person in this decision-making process. Some examples of such tools are Checklists, Decision Tree, Simulations, and Decision Matrix and Maslow’s Hierarchy of Needs etc.

From the inspiration of **Maslow’s hierarchy of needs** [1]as shown in Fig 1, one can develop a necessity tree for making decisions. This may help in making huge decisions such as the growth of an employee in perspective of an employer. The predominant reason to choose this pyramid of needs is weighing weights to it. Per Maslow’s Hierarchy of needs, there are five different levels Physiological, safety, Love or belonging, self-esteem and self-actualization.

Self  
 Actualization

Esteem

Social  
   
 Safety  
   
 Psychological

*Fig 1. Maslow's Hierarchy of Needs*

The various level is as follows [2]:

1. At the Physiological needs level any person should take into consideration the basic issues of survival.
2. The Safety needs level include considerations of personal security, financial security, health and well-being.
3. Social Belonging, at this level the considerations are friendships and belongingness
4. Esteem Needs, at this level the considerations are how the people feel about themselves. It involves self-respect and self-esteem.
5. Self-Actualization Needs, at the level the considerations are if the person is full, the potential is being utilized or not.

In the decision of Reflecting onto a past decision, the things that I had to consider was the choice pursuit of higher education. Therefore, for making a decision like this, as it is a life affecting decision a lot has to be considered which I think is best summarized by the Maslow's Hierarchy of Needs. The details of specific considerations at each level are summarized below:

1. Physiological Needs 🡪 For consideration for the decision of pursuing higher education needs to, the choice of University becomes paramount. Now, before applying one has to consider the Physiological aspect of it. As the environment in which they can study and learn. This involves thinking about countries in which one can apply. Some places have very harsh temperature and people not acclimatized will find themselves struggling for health.
2. Safety Needs 🡪 This again is one of the most basic consideration, as one would be leaving their already settled lifestyle, one really needs to consider if the countries they are applying to are safe for them to apply to, and it goes for the universities. Recently news showed students from Indian background faced violence in Australia because they belong to the different country. Another factor to be considered on this level is the financial security, the stretch of studying abroad, and the ability to fulfill whatever debt if there is any they incur.
3. Social Belonging 🡪 This is another aspect to be considered, wherever you are applying or the place where you think you will end up will there be people around. The society any person would be joining is welcoming, accepting or not.
4. Esteem 🡪 This point is the most important and it makes the person think in terms how the decision they are about to make will be affecting them in terms of self-image they have of themselves. The decision should only be considered if the decision is made by not compromising any values, the person has.
5. Self-Actualization 🡪 This consideration makes them think whether the decision they are making is making full utilization of their abilities, or if they are at least moving towards that.

Hence, we can visualize how this tool can help any new person make a better and more informed decision about the topic at hand.

**References:**

1. Abraham Maslow and the pyramid that beguiled business by William Kremer and Claudia Hammond, BBC World Service
2. Motivation – Applying Maslow’s Hierarchy of Needs Theory by Robert Tanner