
Decisions, Dinosaur and Debate

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bit.ly/saqwerty

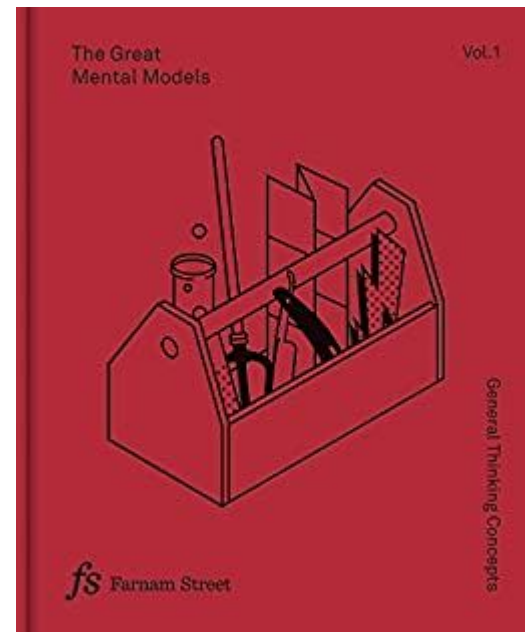
Poll Time

What is a decision

A choice one makes
about something
after **thinking** about
several possibilities

Mental Models

- Inversion
- Second Order Thinking
- First Principles
 - Socratic Questioning
 - Clarifying your thinking and explaining origin of ideas
 - Challenging assumptions
 - Looking for evidences
 - Considering alternative perspectives
 - Examining consequences and implications
 - Questioning the original questions



Decision Making - Thirukkural

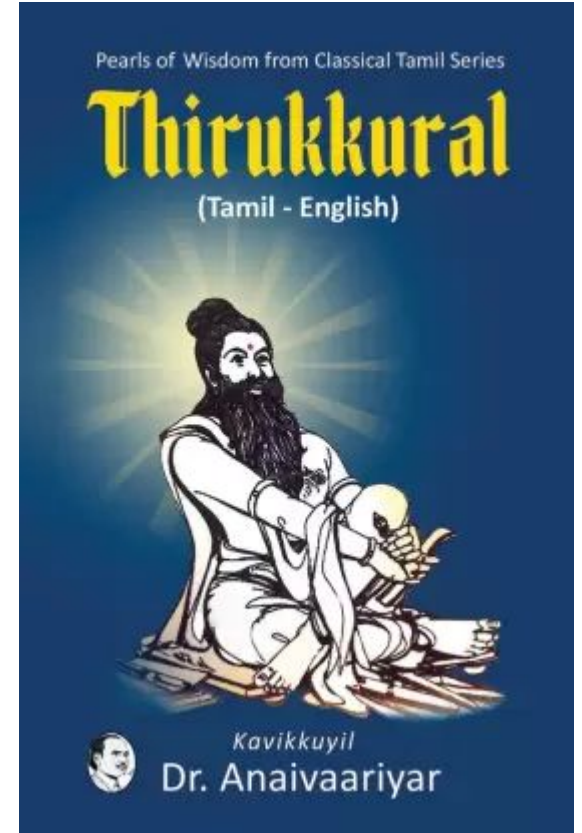
Think, and then dare the deed!

Who cry,

'Deed dared, we'll think,' disgraced
shall be.

எண்ணித் துணிக கருமம்
துணிந்தபின்

எண்ணுவம் என்பது இழுக்கு.

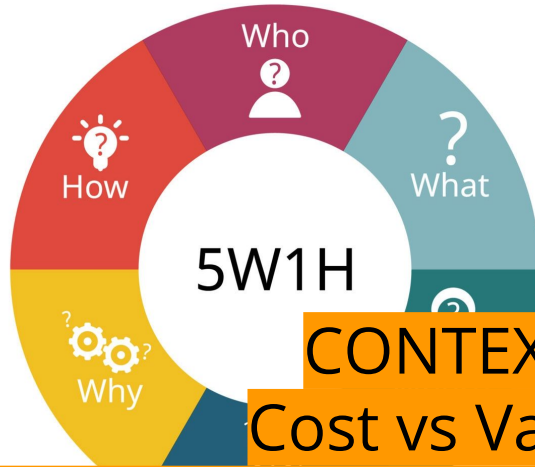


5W1H + Reversibility



- Reversible or Irreversible Decisions
- Classify these examples
 - Should I order from this hotel or not
 - Should I buy this dress or not
 - Should I execute this migration test
 - Should I pay attention to this talk or not

5W1H + Reversibility



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CONTEXT decides reversibility

Cost vs Value decides reversibility

Tip: Never answer a question without first questioning

Three kinds of people who don't take decisions

SCARED: Oho! What will happen

SCARRED: Oh No, I remember the scars

LAZY: I know what to do but will not do

UNAWARE: I don't know what to do

Everyone is /still/ taking a decision, maybe not the one we expect them to take

Three kinds of people who don't take decisions

SCARED: Oho! What will happen - Give them assurance and process

SCARRED: Oh No, I remember the scars - Give them assurance

LAZY: I know what to do but will not do - Warn and kick them out if no change

UNAWARE: I don't know what to do - Teach them and fix your hiring

Everything is an experiment - Learn and grow with it

Courage doesn't
mean you don't get afraid.
Courage means you don't
let fear stop you.

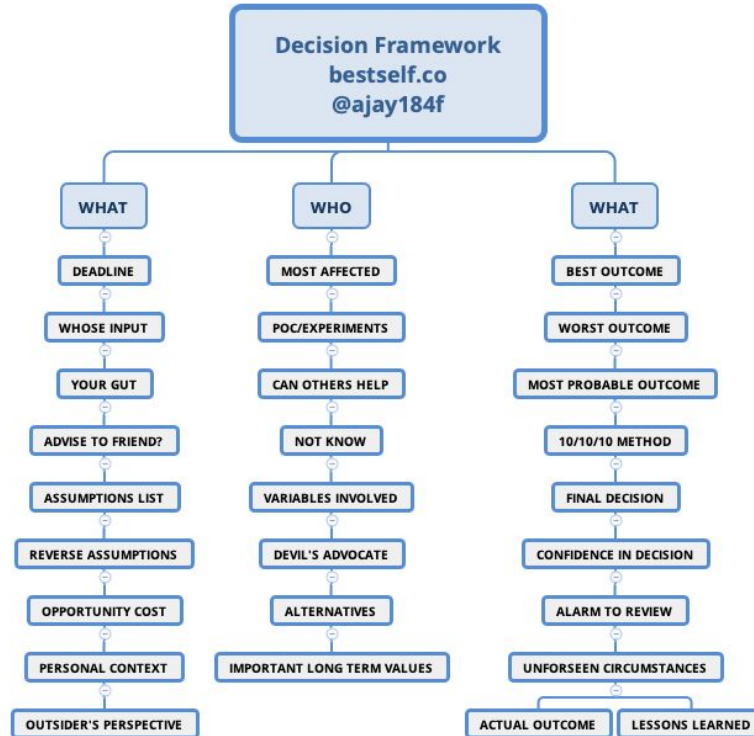
Bethany Hamilton



bit.ly/16whoami

Personality Types

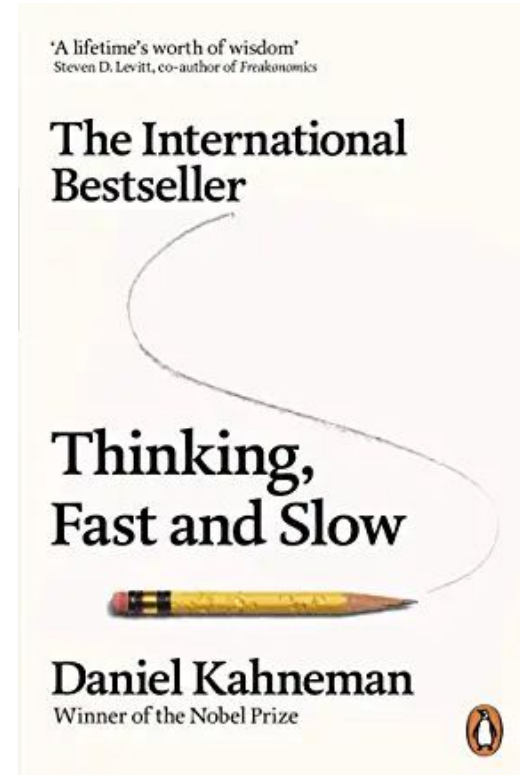
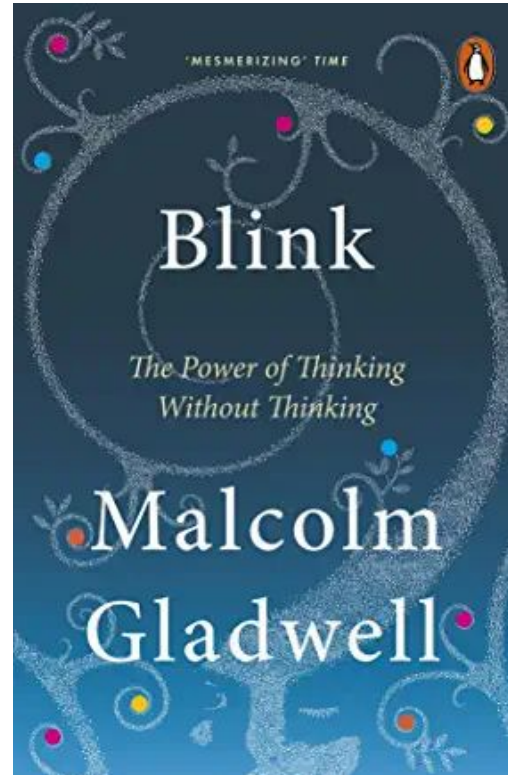
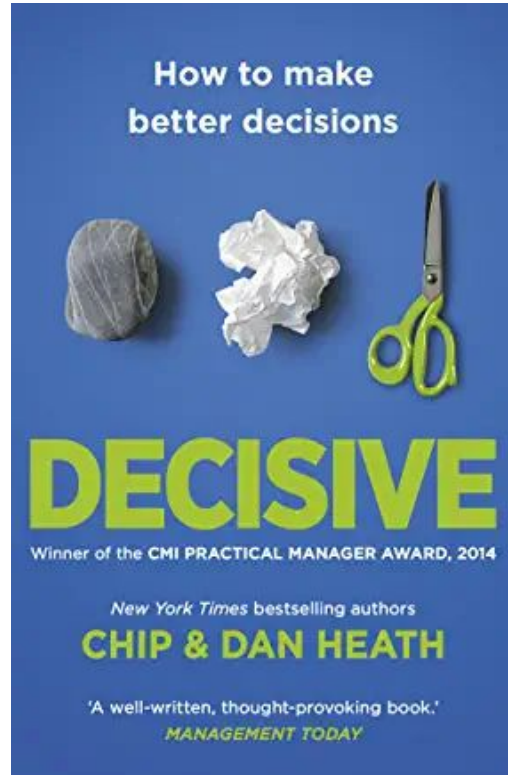
Framework



My framework

- **When is the deadline**
(We have limited bandwidth, energy - Not all tasks/deadlines are equal)
- **Do I have prior experience or not**
- **Reversible or Irreversible**
- **Circle of Directors**
- **Information feeds and sharpens/dilutes the decision**
- **Priority**
- **Gut feeling**

Books



My mistakes

- **Delayed decisions**
- **Unprepared for the opportunities**
- **Biased and not considering options**
- **Impulsive and repent later**

Dinosaur

D	D ecisions are contextual - Understand the context
I	I ncrease your possibilities - Widen your perspective
N	N eutralize your risks - To avoid repenting later
O	O bserve your own patterns - Does it really matter
S	S uccess is relative - Maturity
A	A bsorb the learnings - For growth
U	U nderstand the risks - Your mentors can help
R	R eward yourself for taking decisions - Action helps

Q & A