

## Color Me Decisive

### Decisiveness

One of the excellent qualities of **Builders** is their ability to make decisions. Results cannot be obtained unless there is a commitment to act. Examine the leadership of Golda Meir of Israel.

If you wish to become a salesperson, you will appreciate the **Builder** buyer who will give a quick response to purchasing your product. You will always know where the **Builder** stands. You may not like the **Builder's** position, but you will not be kept in the dark. If they lower the wall, there will be no information forthcoming. When G. Gordon Liddy said, "No comment," he meant it and stonewalled all the way to prison, through prison, through his parole and into the role of a radio talk show host.

- Complete the exercise on the following page "So How Do You Make Decisions?" What did you learn about yourself, your family members, friends and peers?
- 
- 

### How Do You Make Decisions?

For most of us, we learned our decision making style from those around us as we were growing up. Our models may have been parents, siblings, teachers, ministers, employers, peers or the school of hard knocks. How do you make a decision?

Place a check in those boxes most like you.

How do your friends make decisions? You can either write their initials after the type of decision or you might make copies of this form and have them complete it.

This is a good resource for mentoring helpers to refer to when helping someone.

Are there other decision making styles you can add to the list?

- Don't make the decision.  
By not making a decision it happens by default.
- Don't make the decision as it may upset the apple cart.  
Let someone else decide and then he or she is responsible.
- Make a decision because it is expected.  
A formal structure has designated who will make the decision.
- Make only a portion of the decision now.  
Piece meal decision making.
- Make a decision expecting it to end the process.  
Never look-back-decision making.

- Make a decision because it feels right.  
Emotionally based decisions.
- Let fate make the decision.  
Assumes fate is on your side.
- “Starlight, star bright . . . I wish I may, I wish I might . . .”  
Doesn’t take into account that the star one is wishing on may be a satellite.
- Defer the decision.  
“Let Mikey do it!”
- Won’t make a decision because it will open me to criticism.  
Hidey-hole (hiding in the closet) decision making. Decisions are made in order to please.
- I just don’t know, making this decision could hurt someone, then again maybe . . .  
The agonizing decision making style.
- I will make the decision, but reserve the right to change my mind.  
The “don’t pin me down” decision making.
- I need more time to think before I can make a decision.  
The “old and you’ll be gray” decision making. Contemplate until the decision dies.
- I need much more information before I make a decision.  
The cautious decision maker. Bury the entire process in detail.
- What decision do you think I should make?  
The easily influenced decision maker who wants to defer responsibility.
- Just make the decision, get it over and move on.  
The expediting decision maker.
- What do we have to lose making the decision now?  
The risk-taking decision maker.
- OK, Sounds good to me.  
The impulsive decision maker.
- What is the big deal? Make a decision.  
The relaxed decision maker.
- I’ll make the decision and you will live with it.  
The aggressive decision maker.
- I take responsibility for the decision.  
The self-directed decision maker.

My decision making style:

---

---

- The Decision-Making Process. See the completed sample and blank form following “How Do You Make a Decision?” page. Practice using this form yourself before you use it to help a friend. Select a problem/challenge. Work your way through the process. Refer back to the completed example if you have questions. You are now ready to use the process with a friend.

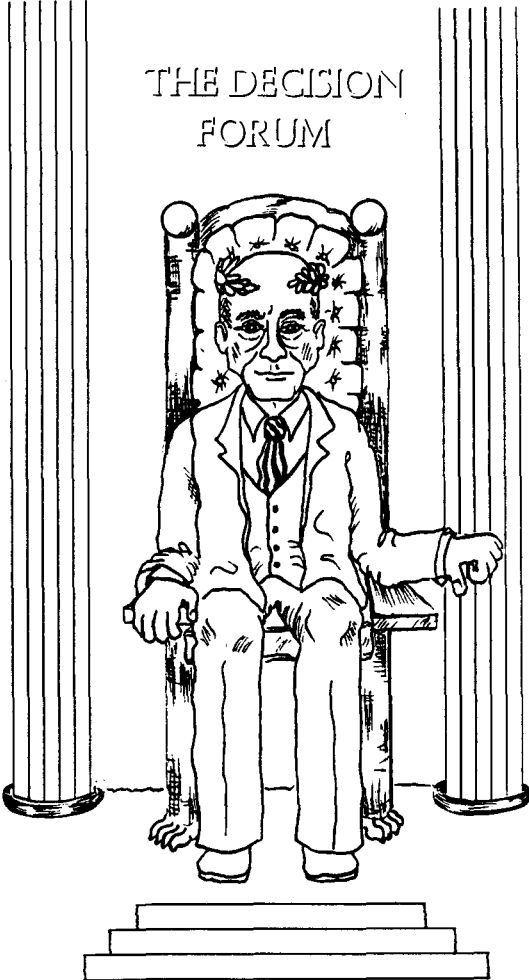
When using the Decision Making Form, you will serve as the recorder while the other person presents the challenge. It is crucial that three options be listed, but the recorder never suggests which option is better. To do so, relieves the person of the challenge of all the responsibility for his or her choice and actions. The positive (+) and negative (-) consequences of each option are given and recorded objectively by you. In the role of recorder, you may suggest options or overlooked consequences, but not show preference.

Psychologically, the placing of the pros and cons of the option in each of the ovals gives credence to the idea that the challenge is manageable. After completion, the person with the challenge selects one option.

The form is also great to use for individual and group brainstorming sessions.

Remember the steps for decisiveness include: perception, association, evaluation, decision. Also note that not deciding is a decision.

Further discussion of this form occurs on page 211.



# THE DECISION MAKING PROCESS

*The Challenge: Living at home has become intolerable*

**Option 1**

<p>Remain at home</p>	<p><b>Positive Consequences +</b>                  + Free rent/a roof                  + Free food                  + Can last seven months until the end of school year</p>
<p><b>Negative Consequences -</b>                  -Constant arguments                  -Drinking &amp; Battering                  -I have become an enabler                  -No privacy                  -Can't study/grades dropping</p>	

**Option 2**

<p>Move in with friend's family</p>	<p><b>Positive Consequences +</b>                  + Support/understanding                  + Stable family                  + Will be able to study                  + No costs involved                  + Care about me                  + Can finish school/degree                  + Same neighborhood</p>
<p><b>Negative Consequences -</b>                  -No privacy/share a room                  -No income/feel like freeloader                  -My family may harass my friend's family</p>	

**Option 3**

<p>Quit school and get a job</p>	<p><b>Positive Consequences +</b>                  + Can earn money for an apt./car                  + Can get out of a bad situation                  + Eventual privacy                  + Can earn a GED</p>
<p><b>Negative Consequences -</b>                  -No degree                  -Costly to set up house keeping                  -No dental, medical or car insurance                  -May not be allowed to see brother &amp; sister</p>	

*Do I Need More Information?*

*My Decision*

*Colors I Need to Bring Up*

# THE DECISION MAKING PROCESS

*The Challenge:*

*Option 1*

<b>Positive Consequences +</b>	<b>Negative Consequences -</b>
--------------------------------	--------------------------------

*Option 2*

<b>Positive Consequences +</b>	<b>Negative Consequences -</b>
--------------------------------	--------------------------------

*Option 3*

<b>Positive Consequences +</b>	<b>Negative Consequences -</b>
--------------------------------	--------------------------------

*Do I Need More Information?*

\_\_\_\_\_

*My Decision*

\_\_\_\_\_

*Colors I  
Need to  
Bring Up*

\_\_\_\_\_