

Decision Making for Resilient Leadership

How to integrate head, heart and gut for greater influence & impact

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Go this way!

You should just **KNOW** what's right

CHOOSE WHAT BENEFITS OTHERS MOST

Think about the pros and cons

Be authentic

Do that way

Choose what benefits you most

Do your best!

Put your best foot forward

Don't be so emotional

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Integrate reason, feelings, and intuition

Overthinking
Second-guessing
Procrastination

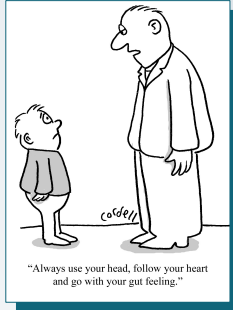
Influence
Impact
Confidence

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Integrate reason, feelings, and intuition



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Learning Objectives

1
Understand how your
decision-making
process impacts your
resilience as a leader.

2
Identify your dominant
decision-making bias.

3
Learn a simple
decision-making
process that integrates
head, heart and gut.

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*I do not have any relevant financial
relationship with any commercial
interests.*

*I am committed to women moving up in
healthcare leadership.*

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**Be confident in your
decision process.**



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Be confident in your decision process.

New challenges require innovative solutions.



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Be confident in your decision process.

New challenges require innovative solutions.

No time to overthink or procrastinate.



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Be confident in your decision process.

New challenges require innovative solutions.

No time to overthink or procrastinate.

Alignment is energizing.

When your thinking, feeling and sensing are aligned, there is an absence of doubt.



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Be confident in your decision process.

New challenges require innovative solutions.

No time to overthink or procrastinate.

Alignment is energizing.

When your thinking, feeling and sensing are aligned, there is an absence of doubt.

↑ Influence up
↔ Influence out
↓ Influence down

Greater influence and impact.




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In the decision-making process, there are 3 key components - head, heart and gut.

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I have developed a comprehensive pro and con list to help with our decision. I think this is the clear choice.

No. Something is telling me this one is better.

"SOMETHING?!" Well I'M SOLD!

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The Head is important for gathering and analyzing data.

Pros	Cons
The head wants to understand!	

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Analysis paralysis

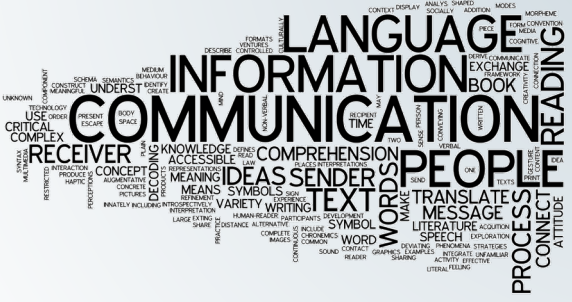
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The Head uses language.



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The Heart is important for aligning your decisions with your highest priorities.



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Risk using not enough heart.



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Risk using too much heart.



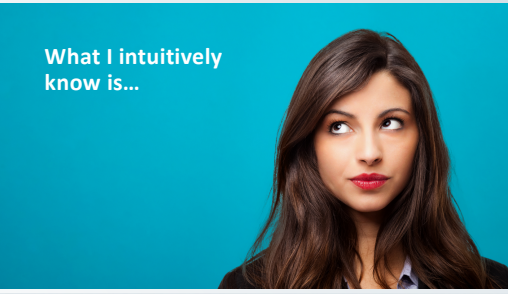
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 **The gut is important for knowing what is right for you**


What I intuitively know is...




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 **You know because you know**


- 100%
- Conviction




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 **You don't know where it came from**




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The Decision-Making Process has 4 steps



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4 Step Decision-Making Process

- 1 Define the decision
- 2 Get input from head, heart & gut
- 3 Evaluate the input
- 4 Make the decision

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Case Study

Step 1: Define the decision

Write a clear statement that you can test your decision-making process with.

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Case Study

Step 2: Get input from the head, heart and gut

Ask yourself: "What do I think about this decision?"

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Case Study

Step 2: Get input from the head, heart and gut

Ask yourself: "How do I feel about this decision?"

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Case Study

Step 2: Get input from the head, heart and gut

Ask yourself: "What do I intuitively know about this decision?"

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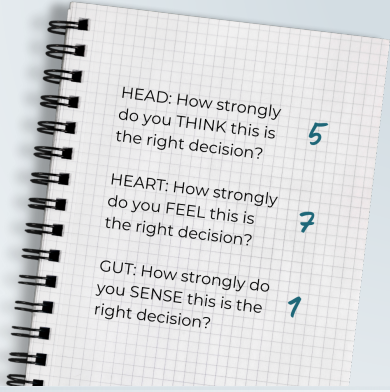
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Case Study

Step 3: Evaluate the input

After gathering the input from head, heart and gut, give a numerical rating for each area using a scale of 0-10
10=strongly support decision



HEAD: How strongly do you THINK this is the right decision? 5

HEART: How strongly do you FEEL this is the right decision? 7

GUT: How strongly do you SENSE this is the right decision? 1

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Case Study

Step 4: Make the decision

Ask yourself: "What is my decision?"



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Case Study 2

Step 1: Define the decision

Write a clear statement that you can test your decision-making process with.



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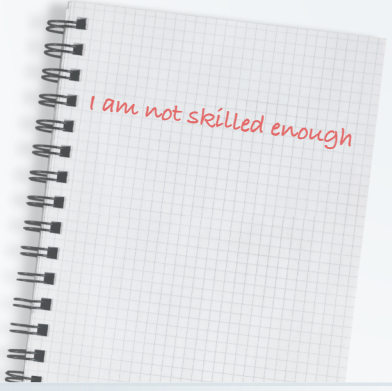
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Case Study 2

Step 2: Get input from the head, heart and gut

Head

Ask yourself: "What do I think about this decision?"



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Case Study 2

Step 2: Get input from the head, heart and gut

Heart

Ask yourself: "How do I feel about this decision?"



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Case Study 2

Step 2: Get input from the head, heart and gut

Gut

Ask yourself: "What do I intuitively know about this decision?"



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Case Study 2

Step 3: Evaluate the input

After gathering the input from head, heart and gut, give a numerical rating for each area using a scale of 0-10
10=strongly support decision




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Case Study 2

Step 4: Make the decision
 Ask yourself: "What is my decision?"




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Now it's your turn...




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Now it's your turn...

Step 1: Define the decision
 Write a clear statement that you can test your decision-making process with.




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Now it's your turn...

Step 2: Get input from the head, heart and gut



Ask yourself: "What do I think about this decision?"



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Now it's your turn...

Step 2: Get input from the head, heart and gut



Ask yourself: "How do I feel about this decision?"



You may feel more than one emotion.




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Now it's your turn...


Step 2: Get input from the head, heart and gut



Ask yourself: "What do I intuitively know about this decision?"



You may hear, feel or see something physically - or you may just "know" without knowing how you know.



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Now it's your turn...

Step 3: Evaluate the input

After gathering the input from head, heart and gut, give a numerical rating for each area using a scale of 0-10
10=strongly support decision




Don't overthink - go with your first impression.

HEAD: How strongly do you THINK this is the right decision? ?

HEART: How strongly do you FEEL this is the right decision? ?

GUT: How strongly do you SENSE this is the right decision? ?



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Now it's your turn...

Step 4: Make the decision

Ask yourself: "What is my decision?"



If your decision does not feel clear yet, put it down, sleep on it, notice what clarity emerges over the next few days.

My decision is...



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Integrate reason, feelings, and intuition

*Overthinking
Second-guessing
Procrastination*

*Influence
Impact
Confidence*

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Review of Key Points

Be confident in your decision process.

In the decision-making process, there are 3 key components - head, heart and gut.

The Decision-Making Process has 4 steps

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Worksheet

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Decision Making for Resilient Leadership

- 1. Define the decision**
Write a clear statement that you can test your decision-making process with.
Example: "I am going to write a book." OR "I am not going to write a book."
- 2. Get input from head/heart/gut**
For each of the below ask yourself:
What do I **think** about this decision?
What do I **feel** about this decision?
What do I know **intuitively know** about this decision?
- 3. Evaluate the input**
After gathering the input from head/heart and gut, give a numerical to each area using a scale of 0 to 10. *Strongly support decision*
HEAD: How strongly do you **THINK** this is the right decision? Rating: ____
HEART: How strongly do you **FEEL** this is the right decision? Rating: ____
GUT: How strongly do you **INTUITIVELY KNOW** this is the right decision? Rating: ____
- 4. Make the DECISION**
Ask yourself, what is my decision?
My decision is: _____

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Get Support

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