

## Harnessing Your Instincts for Wiser Quick Decisions

As a leader, how do I make snap decisions with wisdom and authority? How can I review and weigh options to make key decisions when speed is essential? This talk will present helpful techniques for you to focus your thinking and sharpen your instincts so you can make wise decisions more quickly.

**Bobb Biehl** is an Executive Mentor. In 1976, Bobb founded Masterplanning Group International. He has consulted personally with over 500 clients. He has met one-to-one with over 5,000 executives and invested an estimated 5,000 hours in private sessions with some of the finest leaders of our generation. Based on thousands of hours of practical experience, he has originated 40 tools (books, tapes, notebooks) in the area of personal and organizational development. For over 31 years, Bobb was on the board of directors of Focus on the Family. He holds a bachelor's ('64) and a master's degree ('66) from Michigan State University. Bobb and his wife, Cheryl, have been married since 1964. They have two adult children, two grandchildren, and four great grandchildren. His website is [www.bobbbiehl.com](http://www.bobbbiehl.com).

LOGICAL DECISIONS	INSTINCTUAL DECISIONS
Conscious reasoning	Unconscious reasoning – is still reasoning!
Think it through step by step!	What is my gut saying?
We will decide when we have all of the facts	“Go with your gut!”
We need a decision in the next few DAYS	We need a decision in the next few MINUTES
Let’s take a few hours and look at our options logically	How would we currently rate each of our options on a scale of 1-10?

**Annual focus:**

What are our 3 most important priorities for the next 12 months?  
 This one question will help focus your thinking quickly!

**Facts:**

*Once the facts are clear, the decisions jump out at you. -- Dr. Peter F. Drucker.*

If you are having a hard time trying to make a key decision, ask one simple question, “What facts do I need to have before I can make a wise decision?”

**If it doesn’t matter:**

If it doesn’t matter – take the one on your left – or, the one closest to you.

**Imagine:**

What would my 3-5 wisest friends advise immediately – if I could talk with them?  
 What would my 3-5 lifelong friends say – if I had the time to contact them?  
 What would my deceased friends say if they were still alive?

**Options:**

When you are deciding – from 3 possibilities ... you have an option!

When you are deciding – from one possibility ... you have a decision but you don't have an option!

**Reversible decisions:**

The more reversible the consequences – the quicker you can make the decision

The more irreversible the consequences – the longer you should take to make the decision

**Speed:**

*Speed in making up one's mind is not an important element in successful choices. In fact, the snap decision is often not a decision at all but a technique of avoidance. Though it created an illusion of command, a lightning choice may mean only that someone has snatched at the handiest alternative rather than come to grips with the real issues involved. – Dr. Joyce Brothers*

True, but sometimes one is forced to make decisions with large consequences in a matter of minutes.

**With all of the above logic -- How would we rate each of our options on a scale of 1-10?**

1-10 will typically give you the basic decision you would currently make if you thought about it for another few hours.

1-10 is a way to harness your instincts for making wise decisions in seconds that would otherwise take you hours.

1-10 is typically very reliable – learn to trust your own “Gut”!

1-5 = RED ... STOP!

6-7 = YELLOW ... NOT SURE!

8-10 = GREEN ... GO!