

# Decision Making Framework OVERVIEW

1

## DEFINE THE OPPORTUNITY OR PROBLEM

Succinctly identify the opportunity or problem

2

## CLARIFY YOUR OBJECTIVES

What are you trying to accomplish?

3

## DETERMINE VIABILITY

Stop the process if it shouldn't be a priority!

4

## DEVELOP A RANGE OF ALTERNATIVES

Be creative; think beyond the obvious!

5

## ANALYZE THE ALTERNATIVES

Consider the pros/benefits/positives and the cons/difficulties/obstacles of each solid alternative

6

## SELECT THE BEST ALTERNATIVE

Focus on your objectives, value created and return on resources

7

## DETERMINE NEXT STEPS

What is required to advance to the next stage?

8

## COMMUNICATE AND SEEK APPROVALS

Communicate early and often; don't wait until the end of the process

The process is relevant for all decisions, not just "big" ones

### TIPS

- Seek out best knowledge
- Apply the challenge process
- Prepare a write-up only if needed
- Keep it as simple as possible, but no simpler

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