

The Neuroscience of Decision

– by David Krueger, MD –

ROADMAP System for Unprecedented Decisions

Recognize that you are writing a new story without existing models/mental representations for decisions. Identify what decisions need to be made and what information is needed to make them.

Own the need and process to engage in a novel way. A default mode – models and intuition – may not work, or may interfere. Delay the decision until enough information is available.

Assess all available known information. Include areas not before assessed by synthesizing and integrating the considerations to determine the best available options. Consider alternate explanations and options. Get outside opinions and integrate perspectives.

Decide how to organize the new information with new objectives and goals.

Map a clear stepwise process to systematically consider options and relevance for the objective with a plan of action.

Author the new decision, factoring in discomfort because of the unknown.

Program new identity with transformation of your fundamental operating model.

Decision Neuroscience Analysis

Decision Process

- Regulate states of mind + manage emotions
- Clarify core ideals and needs
- Adopt a growth mindset for new models
- Principles of deliberate practice
 - Select a specific decision
 - Focus on the next step
 - Engage a skilled mentor, coach or consultant
 - Use feedback: objective + subjective

Decision Approaches

- What was the most successful prior experience beyond what you had imagined?
- What personal tools did you rely on or create?
- What was the best practice you used?
- Who will you become in making the choices you consider?

Prediction Models

Basic Decision-Making Questions

1. What is the optimum outcome?
2. What would be the result of not making the decision?
3. What is the uncertainty and risk of the decision? And is the risk parallel to the reward?
4. Are there biases affecting the assessment and the decision?
5. How will you feel after making the decision? A year or five years from now?
6. How is your current emotional state affecting the decision?
7. Consider other perspectives and frameworks: outside/opposite views?
8. Does the decision align with your ideals?
9. What is the optimum stopping point for consideration to then make the decision?
Time limit can avoid information overload as well indecision procrastination. A deadline.
10. What would you advise someone else in this situation?
11. Is there a "bright spot?"
12. How can you use feedback to refine the decision-making process in the future?