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BOOK EXTRACT

Eight steps to brilliant decisions

Robbie Steinhouse explains how the decision simulator can help you make up your mind in this extract from his book Brilliant Decision Making



FROM the 1940s to the 1980s the proportion of plane crashes caused by pilot error remained constant at about 65%. In the 1980s flight simulators became part of pilot training, so they could learn to make life or death decisions in a safe environment. By 2009 the proportion of plane crashes due to pilot error had dropped to less than 30%.

The “decision simulator” is a way of thinking about potential courses of action. You may emerge from it with a clear view of what you want — but, unless you really have no time, do not regard this as a final decision. More likely, you will emerge with a vague idea of where you want to get to and of some of the issues you might have to deal with on your way to that point.

If you get either of those outcomes, the simulator has done a great job and you can get into the nuts and bolts of turning these vague ideas into clear, specific, powerful, detailed decisions.

Essentially, the decision simulator involves asking yourself eight powerful questions:

- What is the decision I face?
- What am I going to do?
- What do I want to happen?
- How will I know when it has happened?
- Why is the decision important to me?
- What could go wrong? And what could I do about that?
- What are the first three steps?
- Where have I got to now?

Brilliant Decision Making: What the Best Decision Makers Know, Do and Say, by Robbie Steinhouse, published by Prentice Hall, is available post-free for £11.69 from The Sunday Times Bookshop on 0845 271 2134 or timesonline.co.uk/bookshop