

Decision Intuiting

I was working with a team around decision making recently and it occurred to me how we rely on analytical decision making tools to meet challenges that are beyond the capabilities of our left brain.

Cost/benefit, force field analysis, pro/con, mind map and SWOT tools (www.mindtools.com) are helpful because we articulate, quantify and document all aspects of what we know about a given situation. But they are not enough.

What about the great unknown? The space where answers live beyond our past experience, win/lose programming, emotional desires or political compromises?

To meet challenges of business today, we all need to shift from making decisions based on a win/lose past to consciously co-creating a win/win future. We are being invited to move from fear to trust, status quo to innovation and analysis paralysis to agility.

To access the creative right brain and beyond experiment with:

- **Values and Intuition-Based Decision Making:** Richard Barrett, founder of Barrett Values Centre talks about the evolution of decision making from instinct (survival), subconscious belief (reaction), and conscious belief (rationalization) to values-based (mindful choice aligned with values) and intuition-based (considered response from deep knowingness).
<http://www.youtube.com/watch?v=rx0JSfVqAlo>
- **Presencing:** Otto Scharmer, creator of Theory U describes how to shift from downloading and debating what has happened in the past to attend to what is emerging. <http://www.youtube.com/watch?v=7IUyGBBcdJY>
- **Muscle Testing:** Based on the principles of Kinesiology it uses the body (which never lies) as decision making guide. <http://www.youtube.com/watch?v=O-MX8H3AlhU&feature=related> OR <http://www.youtube.com/watch?v=xC60tyDpWFs&feature=related>
- **Using a Pendulum:** Is another form of muscle testing which reads the body's magnetic field <http://www.youtube.com/watch?v=dTPk9iEw0-s>

THE SCOOP, an e-letter from www.brainstormingalamode.com, provides ideas and inspiration to enhance creativity, effectiveness, and positivity at work and on teams.