

Making Logical Choices



LEAD Conference 2008

Guide for Best Choices

PROACT



Problem

Objectives

Alternatives

Consequences

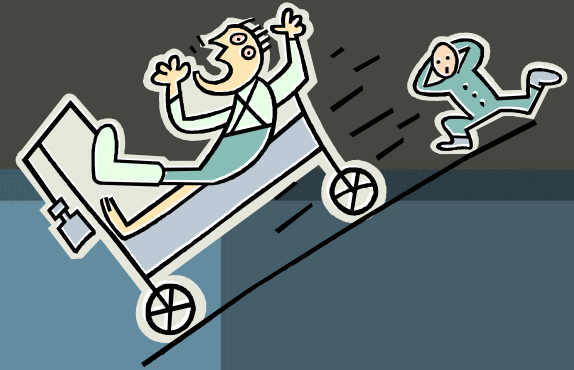
Tradeoffs

Uncertainty

Risk Tolerance

Linked Decisions

PROBLEM



“DECISION
PROBLEM”

Definition:

“the core or the most important matter to be decided on”





**“the way you
state your
problem frames
your decision”**

1. Shall I ask the mission Committee to consider me for the sponsorship position?

2. What if my English is not good enough to enable me to enroll in full time studies at AIAS and I have to take additional courses in English?

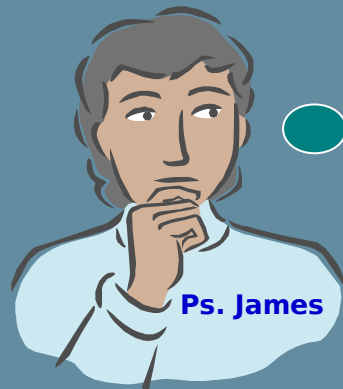
3. Who will take care of my aging parents? I am their only child and they are depending on me.



Ps. James

4. How will I survive financially at AIAS?
I have heard that the cost of living in Silang is very expensive...

5. How will my family adapt to living on a multi-national campus and attending a US structured elementary school?



6. If I ask to be sponsored, and the committee chooses someone else, will the mission President still support me at the upcoming constituency meeting?

7. It has been 10 years since I graduated from college, will I be able to master graduate level studies?



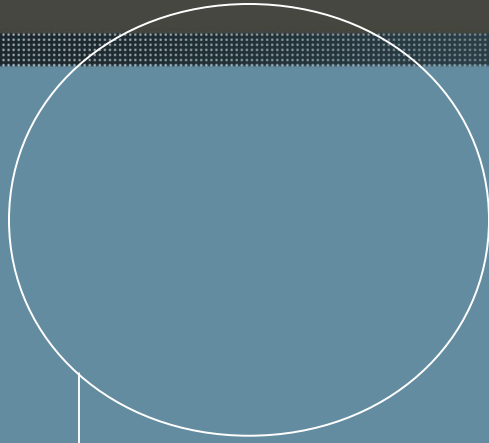
8. Will I have a mission office job assignment upon completion of my degree or will I be given a remote pastoral district to serve in?

9. What Masters Program shall I take? MBA, MA or MMin?

10. What does God want me to do?



Ps. James



Problem



“DECISION PROBLEM”



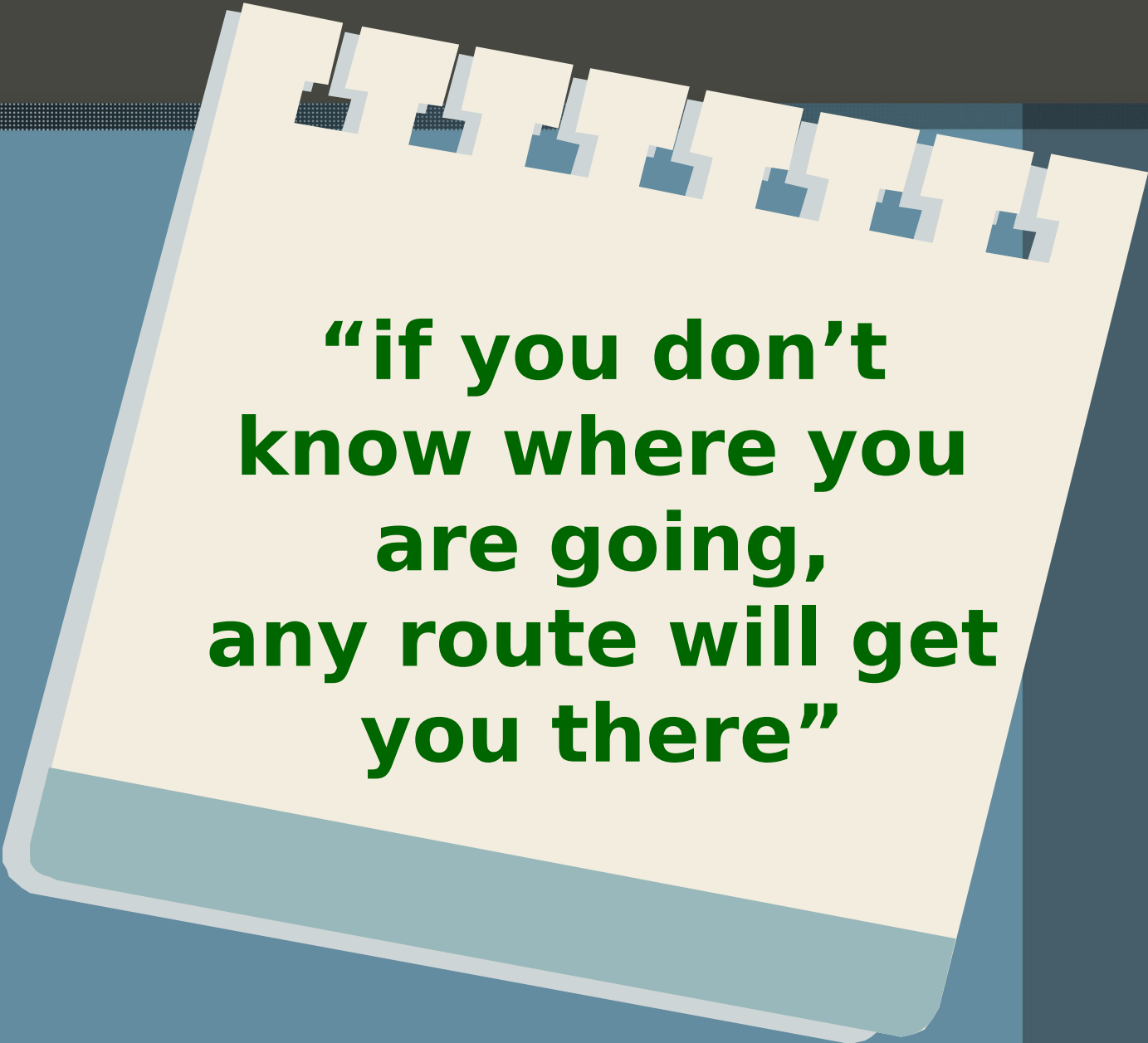
**Shall I go and study?
Or
Shall I continue on
as the Mission
Secretary?**

Specify your **Objectives**



OBJECTIVES

1. They help you determine what information to seek.
2. They help you explain your choices to others.
3. They determine the importance of a decision and how much time and effort it deserves.

A spiral-bound notebook is shown at an angle, tilted towards the right. The notebook has a light cream-colored cover and a blue spiral binding on the left side. The top edge of the notebook is slightly curved. The background is a dark blue gradient with a horizontal band of a dotted pattern near the top.

**“if you don’t
know where you
are going,
any route will get
you there”**

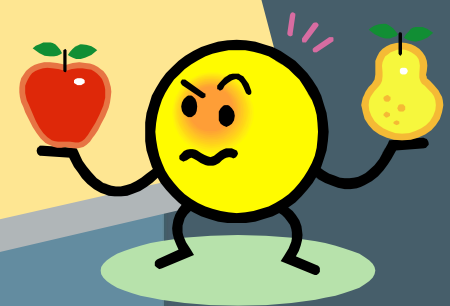




▶ Create Imaginative **Alternative**



**“your decision
can be no better
than your best
alternative”**



Alternatives

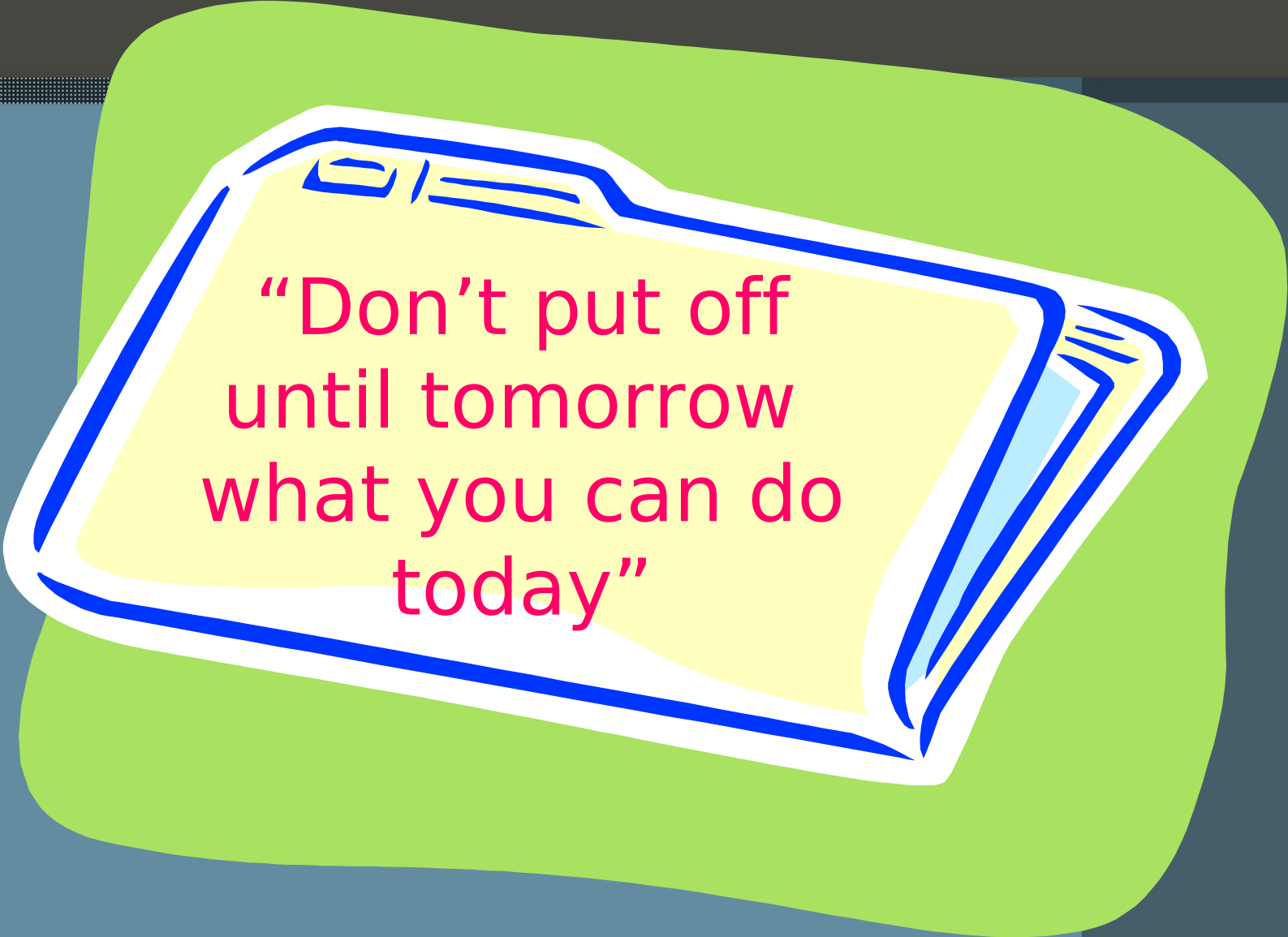
1. Check with the government University in the city where he lives to see what courses are available in Administration or Management at the Graduate Level
2. Contact the Academic Dean at AIAS to see what test he should take to determine his proficiency in English.

...alternatives

1. Ask AIIAS if a DLC is being planned for students interested in leadership within the Union
4. Discuss with this wife how she feels about uprooting the family and moving to a new and different place

...alternatives

1. Find out if the aging parents are willing to relocate to Allias with the rest of the family. Is the accommodation large enough to care for the extended family?
6. Leave his wife and children at home and move to Allias to study



“Don’t put off
until tomorrow
what you can do
today”



Understand the **Consequences**



“Be sure you really understand the consequences of your alternatives before you make a choice.

If you don't, you surely will afterwards, and you may not be very happy with them.”

Let's look at two alternatives:

#5 Find out if the aging parents are willing to relocate to Allias with the rest of the family. Is the accommodation large enough to care for the extended family?

#2 Contact the academic dean at Allias to see what test he should take to determine his proficiency in English.

Ways to Evaluate Consequences

1. Try before you buy! If you need to buy a new vehicle, try one out for a week. If a friend has a motor cycle and you have never owned one, ask him to lend you his for a week.

1. Search for hard data on the alternative. Many times this is more objective than some one's word or suggestion on the matter.

...ways to evaluate consequences

1. Use Experts. They are called experts because they usually know more about a subject than we do.

1. Address major uncertainties head on. Many times you really won't know what the consequences of a particular choice will be. However don't just ignore them because they will come back to you in the future.



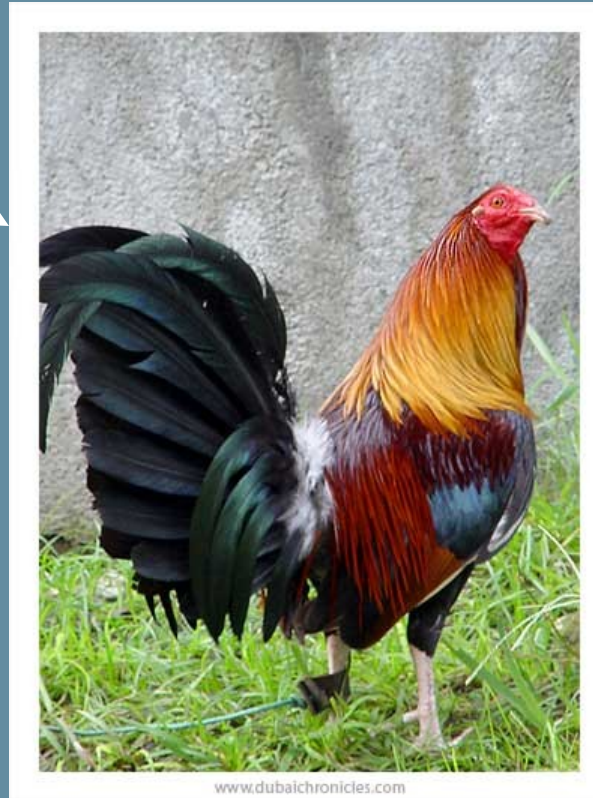
Grapple with your **Tradeoffs**



Choices:

Kill the rooster
and
eat him

Give the rooster
to someone else
To eat



Take the rooster
to the veterinarian
and have his vocal
cords removed

Trade the rooster
to a neighbor
for a hen

Move to different
house where
there would be no
neighbors close by
who would be
disturbed by the
rooster

PROACT

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Clarify Your **Uncertainties**

Ask these 4 Questions:

1. What are the Key Uncertainties?
2. What are the possible outcomes of these uncertainties?
3. What are the chances of occurrence of each possible outcome?
4. What are the consequences of each outcome?

Problem 6

If I ask to be sponsored, and the committee chooses someone else, will the mission President still support me at the up-coming constituency meeting?




Think hard about your

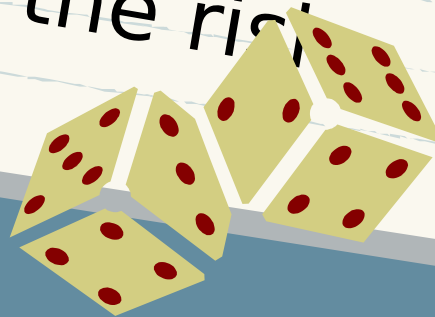
Risk Tolerance

Right level of risk “for
you”

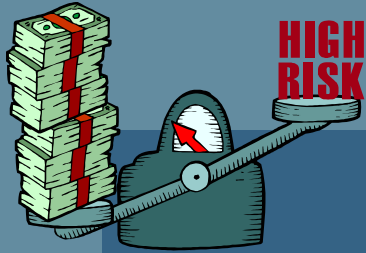




“The more likely the outcomes with better consequences and less likely the outcomes with poorer consequences, the more desirable the risk profile for you”



Basic Principle of Risk Tolerance



“the more desirable
the better
consequences of a risk
profile
relative to the poorer
consequences,
the more willing you will be
to take the risks necessary to

Problem 8

Will I have a mission office job assignment upon completion of my degree or will I be given a remote pastoral district to serve in?



Assign Percentage

1. Will have a position at the completion of studies



100 %

1. Will be assigned to a remote pastoral District



75%

3. Will be given a mission office job assignment



25%

Consider **Linked Decisions**

Six Steps in Analyzing LD:



1. Understand the basic decision problem
2. Identify ways to reduce critical uncertainties
3. Identify future decisions linked to the basic decision

...six steps in analyzing LD

1. Understand relationships in linked decisions
2. Decide what to do in the basic decisions
3. Treat later decisions as new decision problems



Problem 5

How will my family adapt to living on a multi-national campus and attending a US structured elementary school?





THANK YOU

Keith Heinrich

Making Logical Choices