

Decision Making

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(Revised: 23. March 2012 by Clinton Callahan)

FORMAT:

1 on 1 decision making process
Duration: approx. 30 minutes

PURPOSE:

To gain clarity when different options are available and the client does not know which option to choose.

SETUP:

Trainer and client sit or stand in front of a flipchart.

INTRO / BACKGROUND:

Sometimes you may find yourself standing at a cross road in your life. It may happen that you don't know which way to go or what to decide.

We are used to make reasonable decisions, i. e. make decisions from our mind, giving logical arguments. However, we are more than just our mind. We have 4 bodies and for major decisions it is useful to consider all four.

INSTRUCTIONS / PROCEDURE:

As trainer draw the map of 4 bodies and explain it.

Then ask the client what the cross road is about, i. e. what the different options are he is currently considering.

The client should then pick the first option (A) and pretend he has decided for that one. Sometimes it helps imagining putting option A on like e. g. a blue t-shirt or a trouser.

On a new blank flipchart, draw 4 quadrants for the four different bodies and entitle them. Now ask the client to speak first from the physical body. What does the physical body say, when he considers option A. Write down what the client says into the quadrant for the physical body (e. g. muscles start getting stiff, back hurts, throat gets dry, "I feel tired"). After that let the client just talk from the intellectual body, then from the emotional body (I feel, because....) and then from the energetic body. Make sure he sticks to one body only and doesn't mix the different bodies.

After considering option A and speaking about it from all 4 bodies, ask the client to now let go of option A (take the t-shirt off).

Then take a new blank flipchart and draw again 4 quadrants for the four different bodies and entitle them. Now ask the client to pick option B and put it on e. g. like a yellow t-shirt.

Go with him through the 4 bodies and write down what he says.

After that he will have a lot more clarity about what to decide.
This exercise works also great for job decisions (e. g. stay in a position or quit the job).

DEBRIEF: