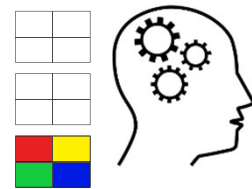


ACTIVITY: "Common" sense



The way we make decisions is so natural and automatic that we don't even realize how we do it or that we are doing it at all. Our decision making process serves us well: we are able to stay safe, successfully avoid risks and problems, and move forward with confidence. It's easy to understand why we believe that our way of making decisions is using "good judgment" or "common sense."

But our perspective and the way we make decisions – what we focus on, what we are concerned about, and how we process information – is just one of many perspectives. Just as you KNOW that what you see is real and that you make decisions the RIGHT way, so do others.

This activity will give you an opportunity to observe how you and others make decisions: what information is critical, how that information is processed, and the criteria for a 'good decision'.

Choose **ONE** of the activities below. Do this activity for one week. Take notes along the way using the worksheet provided.

Activity #1

Instructions: Interview at least three (3) people using the template provided.

Tips:

- The point of the activity is for you to gather data; curiosity is essential.
- Take notes and ask questions for clarity.
- While you might be tempted to discuss the merits of different perspectives, that defeats the purpose of this activity.
- (optional) If they have a Personalisis Profile, notice where their responses are consistent with the colors in the bottom graph.

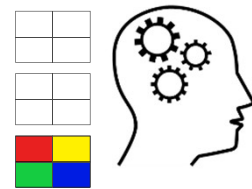
Activity #2

Instructions: For one week, notice how you and others think, process and make decisions.

Notice when:

- Others don't value/assign the same importance to information you feel is essential
- You depend on someone else to provide information/take action and the result isn't what you expected.
- Someone does not see what you see or take action that is obvious to you.
- When someone you disagree with feels as confidently in their assessment/perspective/ judgment as you do in yours.
- Your reaction in any of the situations above.

ACTIVITY: Common Sense #1

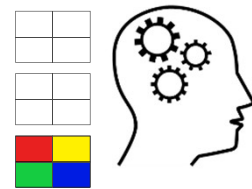


Name: _____

When you are making an important decision:

| | |
|--|--|
| What criteria are essential/critical/most important? | |
| What is NOT necessary? What criteria or information do you not consider or actively reject? | |
| What kinds of risks or considerations are obvious to you but not to others? What do you often see that others can't? | |
| When you don't have/can't get the information you need, how do you feel? What do you do? | |
| <i>Under time pressure:</i> as a deadline approaches, what you do? | |
| <i>With others:</i> when making a decision with others, what do they do that makes no sense/frustrates you? | |
| <i>When faced with a totally new challenge,</i> how do you develop a sense of confidence to move forward? | |

ACTIVITY: Common Sense #1

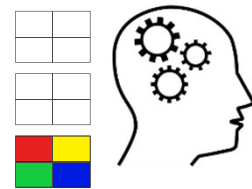


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ACTIVITY: Common Sense #1



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