



InsideOut Coaching's Decision-Making Process

Review this handout and then find a role play partner. If there is a person you can use from the Facebook community, then please use a fellow coaching student via telephone, Skype, or any other method of communication that works for you. If you can't find fellow coaches, then you can choose a willing friend or family member. Switch roles, if you are working with a coaching student. If not, it is not necessary to change roles.

Ask your partner to be the client described in Scenario #13. Use this decision making process to help your client come to a decision about his or her situation. Take notes as you go through the process. Email the notes from your session to assignments@academyofchoice.com. We are looking for how well you follow InsideOut Coaching's Decision Making Process.

Decision-Making Process

1. Collect information about the situation.
 - a. Talk to as many people as you can.
 - b. Separate facts from opinions.
 - c. Consider facts; evaluate the opinions for whether or not they are true for you.
2. Make a list of all the possible outcomes.
3. Make a list of the benefits, the challenges and the tradeoffs of each outcome.
 - a. Ask what will be good about this course of action?
 - b. What will be the challenges and obstacles to overcome?
 - c. What will I have to give up if I exercise this option?
4. Assess the available resources for implementing the steps to accomplish each outcome.

5. Look at the possibility of combining certain outcomes so you are giving up the least and accomplishing the most. Instead of either/or, think AND.
 - a. Ask, "Is it possible to have both?"
 - b. What could that look like?
 - c. Do I really have to give anything up?
6. Decide on the most appropriate course of action and try it out.
7. After an agreed-upon timeframe, reevaluate the success of the action. Determine whether or not this is still the course you want to take or do you want to adjust your actions?