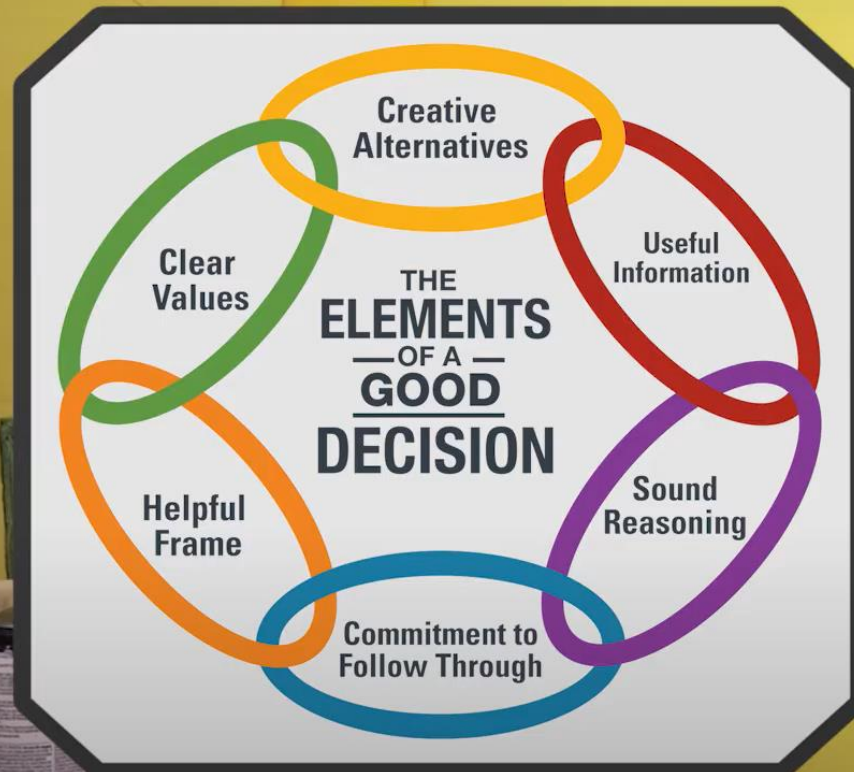


# Oregon Small Schools Conference 4/22/2022



Young entrepreneur describes how DEF's framework brings clarity to the decision-making process



Ben Kitoko was a student at a summer course at Stanford Pre-Collegiate Studies

Now an Entrepreneur – explaining how Decision Skills help him be effective.

# Decision Skills Are Relevant To Students

## Integrate:

- Social Emotional Learning
- Critical Thinking
- Creativity

## Increase:

Confidence

Empowerment

Academic Skills

Decision Competence

(Life Outcomes)



Alternatives		Art: <span>DELETE</span>		Current Events: <span>DELETE</span>	
Preferences	Weight (%)	Rating	Score	Rating	Score
Enjoyment: <span>DELETE</span>	<span>-</span> 50 <span>+</span>	<span>-</span> 8 <span>+</span>	4.00	<span>-</span> 4 <span>+</span>	2.00
College Applications: <span>DELETE</span>	<span>-</span> 35 <span>+</span>	<span>-</span> 5 <span>+</span>	1.75	<span>-</span> 6 <span>+</span>	2.10
Something New: <span>DELETE</span>	<span>-</span> 15 <span>+</span>	<span>-</span> 6 <span>+</span>	0.90	<span>-</span> 9 <span>+</span>	1.35

[www.decisionacademy.org](http://www.decisionacademy.org)

# StrongStart Bridge Program

1 Session – 1 Instructor

6 Student Mentors (rising seniors)

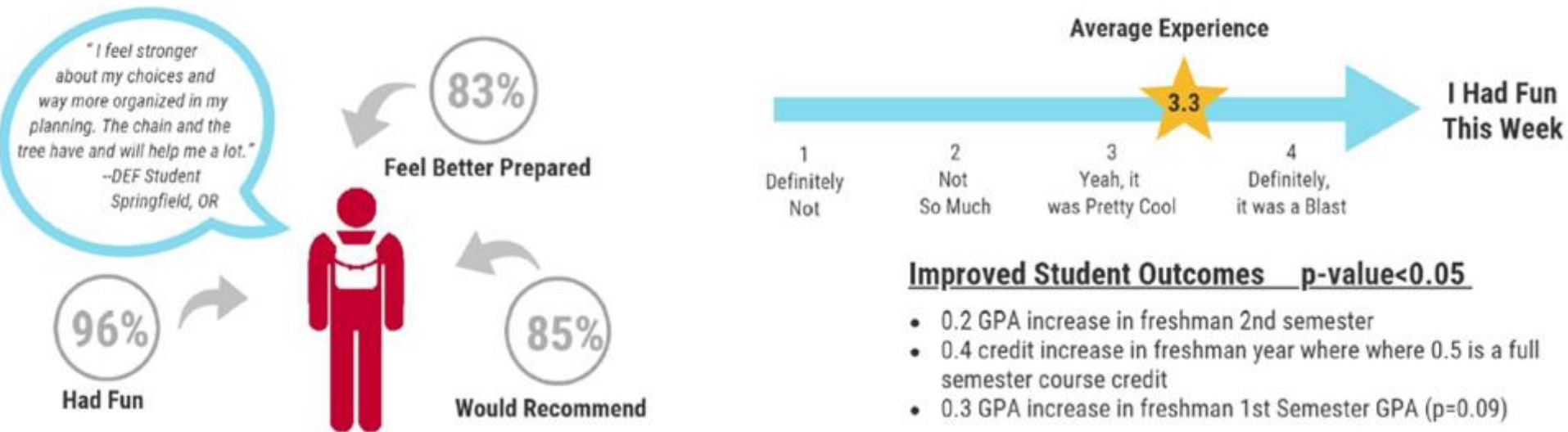
30 9<sup>th</sup> Graders

8 Days (3 training + 5 ‘camp’)

2 training days + 5 StrongStart

5 days of fun learning

## StrongStart Results



# From Alternative School Counselor to Teachers to Motivated Student



**Frame:** The decision situation you are working through.



**Values:** What you want or don't want in the outcome.



**Alternatives:** Different ways you can address the situation.



**Information:** What you need to know and what is uncertain.



**Reasoning:** Identifying the alternative that best fits your values.



**Commitment:** Following through on your decisions.

A good decision makes sense and feels right

For more information go to:

[www.decisioneducation.org](http://www.decisioneducation.org)

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## A Proven Framework for Making Better Decisions

Instructions ●

Completed Example ●

5 Conversations for Clarity ●

Conversations for Clarity provides a structured conversation where responses are captured to make progress toward a decision.



A tool to put the  
DQ framework  
into action

Conversations  
for  
**CLARITY**

What do I want to achieve:

1. Graduate from high school / Get my G.E.D. later on
2. Pass Geometry
3. Attend all of the remaining sessions of Geometry class

Why is that challenging?

I don't enjoy the topic, I struggle in all Math classes

I have trouble getting to 1st period on time

I'm burnt out of all the 'school drama' and can't find motivation

DECISION  
EDUCATION  
FOUNDATION  
Better Decisions - Better Lives





# DECISION QUALITY FUNDAMENTALS

## BETTER DECISIONS = BETTER LIVES

- Decision Quality vs. Decision Outcome
  - They're not the same thing
  - You can develop skills to improve decision making
- A Good Decision balances **Head and Heart**
- Choice is Empowerment

## DECLARE DECISIONS



## HOW TO DECLARE DECISIONS WELL:

- Develop Foresight
  - Imagine the future impacts of your actions
- Be Aware of Your Decision Opportunities
- Choice is Empowerment

## WHAT INTERFERES WITH DECLARING DECISIONS:

- Not Enough Time
- Habitual Processes
- Lack of Awareness / Attention



## EFFECTIVE PROCESS

- Define an appropriate frame
- Do a quick pass through all the links
- Identify the weakest link(s)
  - A decision is only as strong as its weakest link
  - Strengthen the weak links
- Balance head and heart and check for bias
- A good decision makes sense and feels right
- Commit and follow through

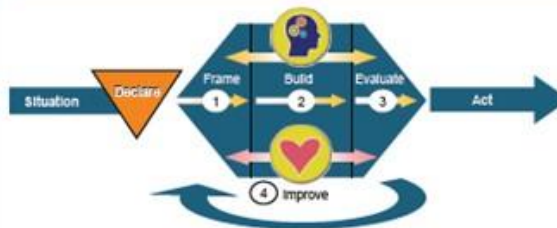
## BEWARE: DECISION TRAPS

- Living on auto-pilot - Seize your decision power
- Bandwagon Effect - Determine your role in a decision
- Habitual Frame - Use lists to check decision fitness
- Compromised Decision State - HALT: hungry, angry, lonely, tired?
- Stuck in the Comfort Zone - Balance your default decision style
- Ignoring Possible Outcomes - HIP check: what could happen?
- Procrastination - Establish internal/external deadlines
- Sunk Costs - The past is past, focus on the future

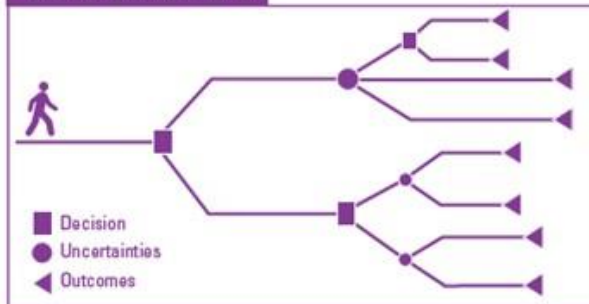
# HOW TO USE IT

## Decision Process

Rough Draft → Rate the Elements → Iterate & Improve



## Draw A Decision Tree



## PROBABILISTIC THINKING



Smart Goals are

**S** SPECIFIC  
**M** MEASURABLE  
**A** ACTION-ORIENTED  
**R** REALISTIC  
**T** TIME SENSITIVE

## FRAME

- Purpose
- Perspective
- Scope

## VALUES

- Preferences
- Trade-offs
- Ethics

## ALTERNATIVES

- Brainstorm
- Create before you evaluate

## INFORMATION

- Reliable
- Relevant
- Recognizing Uncertainty

## REASONING

- Logical
- Consistent
- Makes Sense + Feels Right

## COMMITMENT

- Make time
- Follow through
- Set SMART goals

## HOW TO DECLARE DECISIONS WELL:

- **Develop Foresight**
  - Imagine the future impacts of your actions
- **Be Aware of Your Decision Opportunities**
- **Choice is Empowerment**

## WHAT INTERFERES WITH DECLARING DECISIONS:

- **Not Enough Time**
- **Habitual Processes**
- **Lack of Awareness / Attention**

Will I do it?

## EFFECTIVE PROCESS

- Define an appropriate frame
- Do a quick pass through all the links
- Identify the weakest link(s)
- A decision is only as strong as weakest link
  - Strengthen the weak links
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## BEWARE: DECISION TRAPS

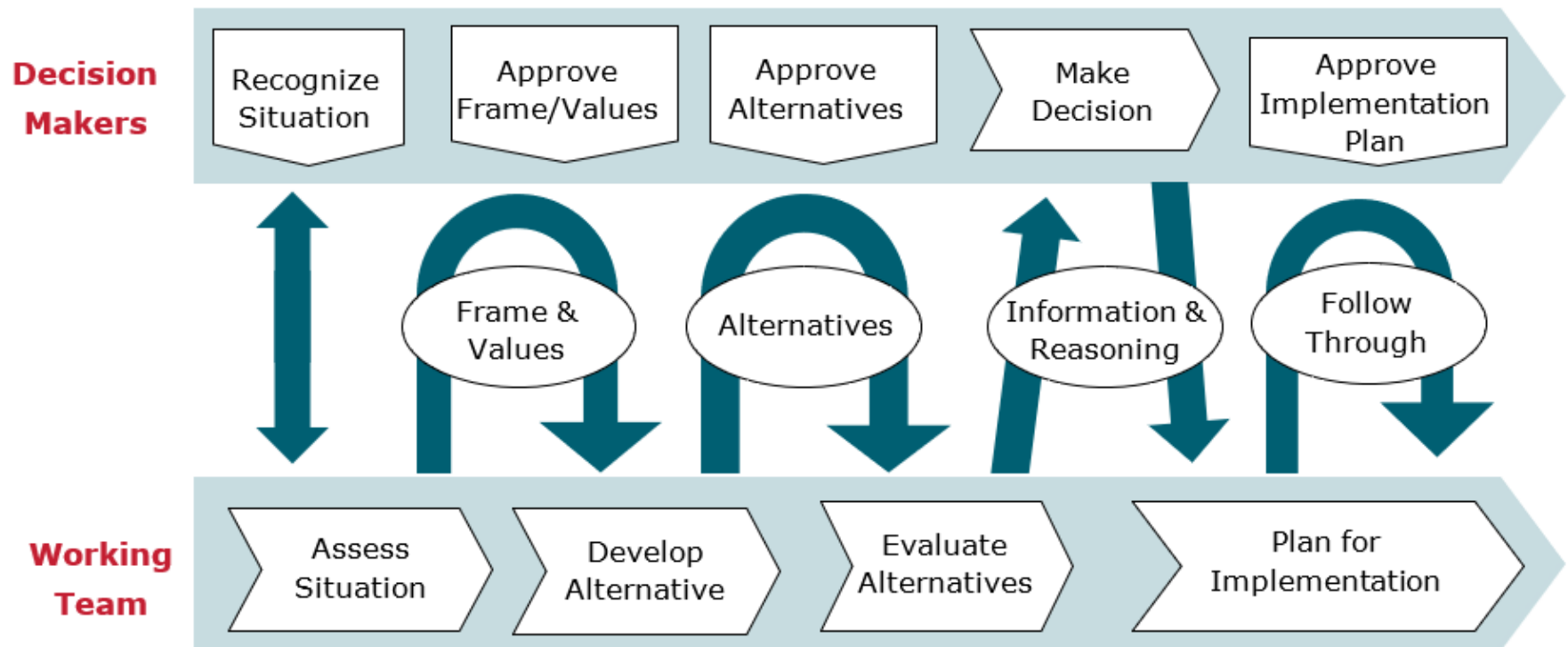
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# Professional Development And Team Effectiveness – Learning By Doing

## Decision Process for Groups

How We Work Together Makes a Difference





# What Questions Do You Have?

[chris@decisioneducation.org](mailto:chris@decisioneducation.org)

[decisioneducation.org](http://decisioneducation.org)

Students Value Decision Skills.

- Teachers Benefit From Teaching Decision Skills.

Decision Skills Are Excellent Collaboration Skills For Staff.

The Whole School Community Can Benefit.