

# The 7 Step Decision Making Process

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Ask

Step 1

Questions:  
Is it a problem?  
Is it an opportunity?  
Does it need to be solved?

Gather

Step 2

Information:  
What's needed?  
What's relevant?  
What's not?

Analyze

Step 3

Options:  
Interpretations of data?  
Courses of action?  
Alternatives?

Step 4

Develop

Ideas:  
Which are creative & positive  
By asking the right questions

Step 5

Evaluate

Select

Step 6

Solutions:  
Considering risks  
Potential problems  
Consequences

Proposals:  
Based on the right criteria?  
Best fit for objectives?  
Feasible, acceptable, desirable?

Step 7

Act

On a plan:  
Secure commitment from stakeholders  
Allocate & apply resources, monitor, evaluate