



**discussion
questions.**

chapter 01

I Don't Want to Be Wrong

01 Would you describe yourself as someone who often makes decisions with confidence? Why or why not?

02 What kind of situations does making decisions the most challenging for you?

03 We often want to make the “right” decisions. How would you define what is right?

04 “Indecision is not a victimless crime.” In what ways has indecision negatively impacted your life?

chapter 02

Why Poor Decisions Happen

- 01** How would you define a “wrong” or “bad” decision? Provide an example.
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- 02** The book lists several reasons why people make poor decisions (e.g., The need to be right, unconscious fear of success, fear of discomfort, etc.). Which of these psychological factors make your decision making more difficult?
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- 03** “Remember, being a poor decision maker is not a moral failing or character flaw. It is a skill deficit.” Do you believe this to be true? Why or why not?

chapter 03

The High Cost of Inauthentic Decisions

- 01** When was the last time you made a decision that you wished you didn't make? Please share an example.

- 02** The book breaks down into 4 categories: True choice, false choice, deny choice, and avoid choice. In what areas of life do you make true choices? In what areas do you make inauthentic choices (false, deny, avoid)?

- 03** What is the cost of making inauthentic decisions in your life?

- 04** The end of the chapter talks about the top 5 regrets of the dying. If you continued to live the way that you do, which of these regrets may become yours? How does that impact your life now?

chapter 04

Cover Your Bases: The Framework

- 01** Professionals such as pilots and surgeons have a simple checklist to review before doing the job, they have conducted hundreds of times. Why is this important?
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- 02** This chapter introduces the overview of the 5 steps to the framework. Take a little time to think about how you make decisions. Which of these steps do you typically weigh more heavily when making decisions? Which of these steps do you spend less time or no time when making decisions?
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- 03** Utilizing the Framework to gather essential information before making important decisions is the skill we want to learn. What kind of challenges do you think will prevent you from using the Framework? What are ways we can address these challenges so we can make better decisions?

chapter 05

Emotions: What Are Your Feelings Telling You?

- 01** Emotions happen and they are neutral by nature (neither good nor bad) but this message is often uncommon. What have you been taught to believe about emotions?

- 02** Emotions are a byproduct or response to something important to you. What are some challenges in identifying what you are feeling and why?

- 03** The book highlights the primary 7 emotions. Which emotions do you experience most often? Share one thing you learned about what these emotions mean to you.

- 04** Sometimes we can have a really difficult time understanding why we feel a certain way. Who are people in your life that you trust to talk about emotions?

chapter 06

Values of Self: What Matters to Me?

01 Values are the attributes that make your life meaningful. How can your emotions help you identify your values?

02 How has the people and your environment shaped your values?

03 “Your values are defined by actions. It is not just what you say, it is what you do.” What does your actions (or the way you live) say about what you actually value?

04 Based on what you consciously say you value and how you live your life, in what ways do they match up? In what ways do those values not match up?

chapter 07

Values of Others: What Matters to Those Involved?

- 01** We often see people and the world not as how they are (reality) but how we interpret them (perception). How do your schemas affect the way you interact with others?

- 02** The book introduces the Platinum Rule (which overrules the Golden Rule) by stating “Treat Others the Way They Want to Be Treated.” How do we learn what other people value?

- 03** Most people (especially your loved ones) are not intentionally trying to hurt us. There is often a disconnect with your unmet needs and their unmet needs. How does understanding other people’s values help us take things less personally?

- 04** How can accurate and heartfelt validation create opportunities to understand and meet other people’s needs?

chapter 08

Reality: What Are the Facts of What Is?

01 What are reality factors? Why are they important to consider in decision making?

02 How can describing our experience through our 5 senses and remaining objective be helpful?

03 How do we decide which reality factors matter in our decision making?

04 Why does checking our interpretations for important decisions with other trusted people important?

chapter 09

Implementing the Framework

01 In most cases, why is being less reactive and taking a moment to pause before deciding more beneficial for us?

02 “The Framework is the strategy, and executing the decision is the tactical movement.” What does this mean in terms of understanding optimal decision making?

03 Using the Framework can be challenging at times. Why is this normal? What does this mean?

04 Take some time to read through the scenarios and how the Framework can be applied. Which checkpoint of the Framework tends to be more challenging for you to consider?

chapter 10

Courage: Working Through Your Fears

01 We all want to make great decisions to benefit our lives, but we don't always do so. Why does this occur?

02 According to Freud's concept of the ego, the ego tries to maintain the peace as much as possible even if it is to our disadvantage in the long run. Which of these common defense mechanisms get in the way of making good decisions?

03 Courage has been defined as action to address challenges despite our fears. Why do we need courage to make optimal decisions?

04 What are some ways you can amplify your courage?

chapter 11

Rebound: What to Do When You Make a Bad Decision

- 01** Who is your favorite hero? How does your hero respond to failure?

- 02** Despite having the Framework to assist us in making optimal decisions, sometimes the outcomes to our actions still falls short. What are some common reasons why this occurs?

- 03** Why do we experience guilt and shame? What are healthy ways to deal with these experiences when we mess up?

- 04** Honor your good intentions and recommit to your values. What is recommitment action that you want to make for yourself?

conclusion

Ownership and Self-Trust

- 01** Why is it sometimes difficult to take responsibility for the decisions in our lives?

- 02** “The person you are today is the accumulation of all the decisions you’ve made in your life.” When you reflect upon that idea, what feelings do you have about who you are today? How does that inform your self-esteem?

- 03** What is one way you can begin building stronger self-trust in your decision making?