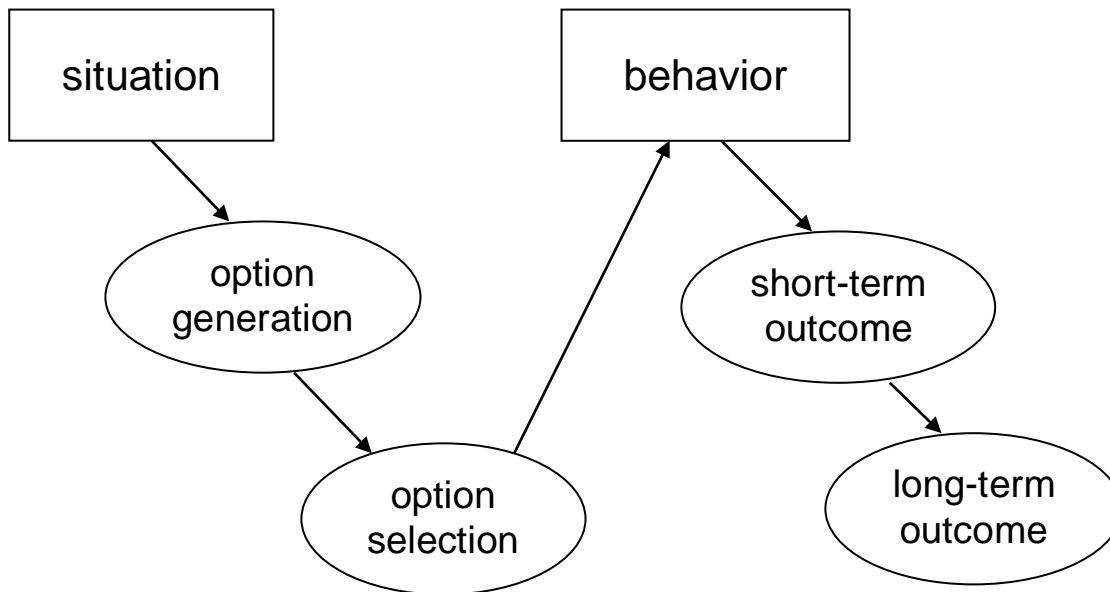


# The Choice Model



## FAMILIARITY WITH THE MODEL

1. Which do we humans tend to emphasize more: “option generation” or “option selection”? Why?
2. Which do you think we humans consider more as we make our choices: “short-term outcomes” or “long-term outcomes”? Why?
3. For both questions 1 and 2, how would our choice-making be different if we put our emphasis on the one we currently emphasize less?
4. Where does your “vision for your future” show up in this model?
5. Remember all those “shoulds” and “should nots” your parents, teachers, and other authority figures told you about? Those became your “values” and “beliefs.” Where would put them in this model?
6. Once you execute a behavior (you take action), what controls the short- and long-term outcomes? Why can’t you consistently predict--with accuracy--the outcomes of your behaviors?
7. Everything you create is created twice, first mentally and then physically. Where can you personally improve your choice-making process?      option generation?      option selection?      execution?
8. When helping a friend or colleague make a complex decision, the preferred sequence is:
  - clarify the situation (we all “make meaning”; could the described situation “mean” something else?)
  - jump to the long-term desired outcome (what is your preferred vision of “what could be”?)
  - become very creative about possible options (even crazy ones might lead to a viable idea!)
  - evaluate each option against both the person’s values and the likelihood of achieving desired outcomes
  - execute the option with the greatest probability of success (and be prepared to make adjustments!)