

# Learning for Earning

Your Route to Success

Sixth Edition



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*PowerPoint Presentations for*

# Learning for Earning

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**CHAPTER**

**8**

# **Making Decisions**



# Chapter Objectives

After studying this chapter, you will be able to

- distinguish between different types of decisions.
- list the seven steps of the decision-making process.
- apply the decision-making process to real-life situations.
- explain the role trade-offs play in making decisions.
- explain the importance of personal, career, and work decisions.

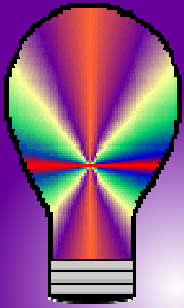


# Key Terms

- decision
- routine decision
- impulse decision
- decision-making process
- alternatives
- implement
- trade-off

# Decision Making— A Daily Task

- ***Decision*** – A choice or a judgment.
- Some decisions are easy to make.
  - Example: whether to brush your teeth now or in 15 minutes
- Some decisions require much thought.
  - Example: what career path to follow
- ❖ *What are some easy decisions everyone makes?*



# Think About It



- ❖ *What are some decisions made by every teen you know? by every parent?*



# Routine Decisions

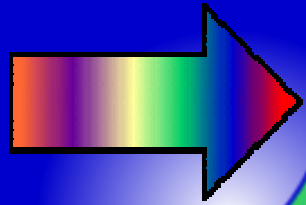
- ***Routine decision*** – A decision made often.
  - Example: what to wear to school
- Routine decisions are made automatically, but may have taken much thought at one time.
- ❖ *What routine decisions have you made today?*



# Impulse Decisions

- ***Impulse decision*** – A decision made quickly, without much thought.
- These are snap decisions based on feelings or reactions.
  - Example: hurrying to check why an infant began crying
- Important decisions should never be made on impulse.





# In Your Opinion



- ❖ *When do children begin making their own decisions?*
- ❖ *How do they begin?*

# Thoughtful Decisions

- These decisions are difficult to make because they are
  - too unfamiliar to treat as routine decisions
  - too important to treat as impulse decisions
- Thoughtful decisions are made with the decision-making process.
- ***Decision-making process*** – A seven-step guide for making decisions based on careful thought and planning.



# The Decision-Making Process

1. Define the issue.
2. Make a self-inventory.
3. List all possible alternatives.
4. Forecast the outcome of each alternative.
5. Choose the best alternative.
6. Make a plan of action.
7. Evaluate the results.

# 1. Define the Issue

- First, clarify the question or issue.
- Sometimes it must be stated as a problem to be solved.



## 2. Make a Self-Inventory

- Next, review your strengths and weaknesses as well as your talents and abilities.
- Knowing this information can help you tackle the third step of the decision-making process.

## 3. List Possible Alternatives

- *Alternatives* – Options a person has when making a decision.
- List each alternative available to you and gather information on it.
- Considering as many alternatives as possible increases the chances of making a good decision.



## 4. Forecast Possible Outcomes

- Identify “what ifs” for each of your alternatives.
- Consider the pros and cons and the short- and long-term results of each alternative.
- Consider how each alternative will affect other people as well as yourself.

# 5. Make a Decision



- Consider each alternative to find the one that stands out as the best choice.
- Commit to pursuing that choice.



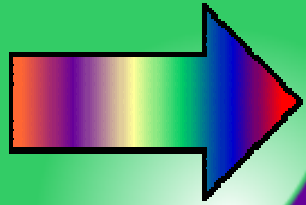
## 6. Make an Action Plan

- Once a decision is made, a plan is needed to carry it out.
- ***Implement*** – To put a plan into action.
- Asking *who, what, when, where, why,* and *how* will help you develop the details of your plan.



# 7. Evaluate Results

- The results of a decision are evident after the action plan is carried out.
- Everyone should accept responsibility for their decisions, whether good or bad.
- If unpleased with the results of a decision, you should
  - review the alternatives you skipped earlier
  - decide how to get the results you want



# In Your Opinion

- ❖ *Do teens tend to spend enough time and effort evaluating the results of their decisions?*





# Trade-Offs

- Every decision involves choosing to follow one alternative over others.
- ***Trade-off*** – The giving up of one thing for another.
- Understanding each decision's alternatives will make you aware of your trade-offs.

# Personal Decisions



- Personal decisions include your choice of
  - hairstyle
  - clothes
  - friends
  - lifestyle
- Personal decisions affect your career decisions.

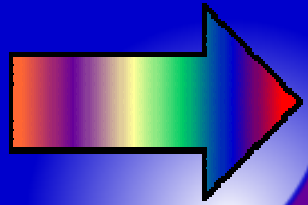


# Career Decisions

- Deciding your career is one of the most important decisions you'll ever make.
- Settling on a career choice deserves thoughtful decision making.
- You should explore many career paths until you find several you might like to pursue.

# Work Decisions

- When facing two or more choices that seem good, follow the steps of the decision-making process to select the best one.
- Remember, making no decision is actually a decision to take no action.
- By making no decision, you let the circumstances or others choose for you.

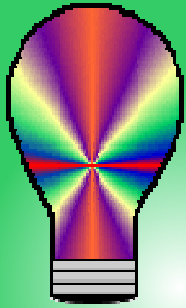


# In Your Opinion




- ❖ *Do you think procrastinating is due to an inability to make a decision?*





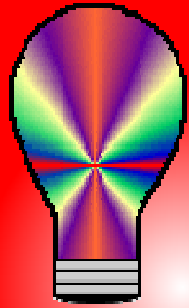
# Think About It

- ❖ *Explain the best way to handle important decisions.*
- ❖ *Name some trade-offs you would never make in your personal or career decisions.*
- ❖ *Identify some work considerations that involve the decision-making process.*



# Chapter 8: In the Know

- Many decisions are made daily.
- Important decisions will affect your future and should be considered carefully.
- The seven-step process for decision making requires careful thinking and planning.
- Trade-offs are involved in all decisions.
- Personal decisions may influence your career.



## Chapter 8: Think More About It

- ❖ *How many steps of the decision-making process have you completed in an effort to choose a future career?*
- ❖ *What needs to be done before you can move to the next step?*