



journey

# Adult Basic Education



Lesson 3  
Lesson Plan



## DECISION-MAKING

### Learning Objective

Upon completion of this lesson, students will be able to determine the difference in styles of decision-making processes and identify their own decision-making approach.

### Training Materials & Equipment

- A/V equip for PowerPoint Slides
- Lesson-Three.ppt
- Types of Decision-Making handout (one for each student)

### Instructions



Today's lesson will be about making decisions: the good, the bad, the process and the outcome. How do we make our decisions? What do we use to make our decisions and how do we adapt when they don't go how we think they will? How important is a back-up plan? **(Slide 2)**

### Instructions

"Decision Making" video clip from "Apollo 13." (<https://www.youtube.com/watch?v=pbBS8sHrDgA>).

How many of you have been faced with a difficult situation, looked at your resources and wondered how you were going to solve the issue or make a decision? Sometimes in life, it feels like we are being asked to place a square peg in a round hole, doesn't it?

**Explain)** that we all make many decisions daily. Some may be less significant, such as what to fix for dinner, and others may be very significant, such as choosing a school district in which to enroll your children. Our choices and the processes we use to arrive at decisions will always affect our life in some way.

How many of you have made a decision that you were proud of or worked out well for you? Would you like to share your experience and the steps you took to make the final decision? (A: Wrote down pros & cons, consulted a friend/family member, flipped a coin, etc.)

How many of you have made a decision that did not work out as you had hoped? Would you like to share your experience and the steps you took? What would you do differently next time?

We all want our decisions to have positive results. Would you agree? There are different ways to make decisions, and it is important for us to understand the different types of decision-making processes, especially when considering employment and career planning, so that our end results are positive.

Knowing what kind of decision-maker you are will help you with future decisions. There are eight different types of decision-making processes. There is no right or wrong way to make a decision, but can we all agree some work better than others in certain situations? There are so many factors that influence how we make decisions.

1. **Planning:** You weigh everything you can think of that might be involved and conduct a step-by-step process to come to a final decision. **(Slide 3)**

**Example:** You're ready to ditch your jalopy car. That thing leaks more oil than ... never mind. This is Oklahoma; all praise Big Oil. Anyway, you've found three different cars you like; researched all about them for reliability, safety, efficiency and cool factor; and decided to go with the one slightly more expensive, but should last a lot longer.

2. **Painful/Agonizing:** You spend a lot of time and energy mulling over the positives and the negatives, but all that is involved is overwhelming and in the end, you never make a decision. **(Slide 4)**

**Example:** Should you move to a different house/neighborhood?

3. **Impulsive:** You make a decision quickly without fully evaluating all the pros and cons or considering alternatives. **(Slide 5)**

**Example:** You see a cute pair of shoes or nice pair of boots on sale. It is not payday, and you haven't paid all your bills yet. An impulsive decision would be to buy the shoes/boots anyway without checking your bank account to make sure you had enough money to cover the bills first.

4. **Compliant:** Someone else makes a decision for you with your permission, or you follow someone else's lead, as the outcome was good for that person. **(Slide 6)**

**Example:** You are at a new restaurant and have no clue what to order as it all sounds good. Your friend has eaten at this restaurant before and knows what you like to eat. The friend offers to order for you, and you agree.

5. **Delaying:** Either you do not realize a decision needs to be made or you put making a decision on the back burner until a later date. **(Slide 7)**

**Example:** You want to change phone plans but don't want to deal with customer service.

6. **Intuitive:** You make decisions on your gut feelings. **(Slide 8)**

**Example:** Trying to decide on where to eat is often a gut decision (pause for laughs).

7. **Fatalistic:** You leave it up to fate to make the decision. **(Slide 9)**

**Example:** You have two job interviews with two different companies for which you would love to work. You allow fate to decide which job will be offered to you as the best job for you to have.

8. **Paralysis:** You know a decision has to be made, but you just cannot seem to come to a conclusion. **(Slide 10)**

**Example:** You know you need to change jobs or make a career change, but you have no idea what other kinds of jobs for which you would qualify. The whole idea is too overwhelming to figure out, so you just remain in your current job.

**Ask** each student to write down a decision he or she had to make regarding his or her education or work and in 2-3 sentences explain how they arrived at that decision. **(Slide 11)**



**Hand out** a copy of the Types of Decision-Making handout and identify the methods students used when all are done.

**Ask** students to create small groups of 2-4 (depending on class size) and create an example for each decision-making type. Once they have finished the task, **ask** the groups to share 2-3 of those examples (depending on class time left).

### Discussion

- Was the manner you used helpful?
- Was the decision-making type you used the best option?
- What could you have done differently?
- What did you learn from this decision?
- Again, since there is no right or wrong way to make a decision, what are some pro and cons of each type?



### Summary

Summarize how the information explored and discussed is the beginning of a blueprint designed to help students determine their career paths and achieve their career goals. Review what was discussed in today's lesson and give a one or two sentence preview of what will be covered in the next lesson. Review the checklist so the students can see where they have been and where they are going next.

Decision-making and analysis.