

LEAD WELL

KNOWLEDGE

TAXI CAB PRINCIPLE

SUMMARY

Do you count the cost before you say yes? Just like it is wise to find out how much your taxi or Uber might cost before committing to the trip - you want to count the cost before saying yes to a commitment. We know this is wise - yet how often do you really actually do it?

REFLECTION

If you know it is wise to count the cost and really think about something before committing, why is it common to skip this step in practice? When you are put on the spot to answer whether or not you are in, why do you say yes without taking time to think about the cost?

ACTIONABLE ITEMS

- Think about a time that you said yes to something and regretted making the commitment later. What would you have done differently to be more thoughtful about the commitment?
- How can you develop the habit of counting the cost before making a decision?