

# LEAD WELL

## KNOWLEDGE

### PROGRAMMED VS. UNPROGRAMMED DECISIONS

#### SUMMARY

Programmed Decisions - Habits or Systems

Unprogrammed Decisions - Unexpected, New, Experiments

Every day we are making hundreds if not thousands of decisions. The way we structure our lives can lead to those decisions taking a lot of our energy or very little of our energy. How do you figure out a way to help more of your decisions take less energy in order to expand your bandwidth to have energy for the really big decisions that come your way? Program the decisions where you can. Your brain naturally does this - you take a similar route to drive to work each day, often you sit in the same place at meetings, you have other routines like perhaps eating a similar thing for breakfast each morning.

#### REFLECTION

Do you notice areas of your life where you tend to negotiate with yourself constantly? Do I exercise today or not? Do I get up or hit snooze? Could these areas be places to begin to program the decision to get stuff done vs. the constant back and forth? Do you know yourself well enough to recognize decisions that seem to wear you out and you need more bandwidth and energy?

#### ACTIONABLE ITEMS

- Pick one thing in personal life and one thing professional life where you could create habits or systems to more efficiently use your energy.
- As a team - is there an area where you could tighten up processes and make decisions more programmed?