

Decision Focus 05 - Creative Alternatives

Instructions: For multiple choice questions, unless a question says, "Multiple answers allowed but not required", select the **BEST** of the available answers.

Name* _____

Email* _____

1. What are values?
 - a. Wants
 - b. Needs
 - c. Likes
 - d. Dislikes
 - e. The thing we care about
 - f. All of the above
2. What are some common mistakes people make about values? ***Multiple answers allowed but not required
 - a. Buying something they don't need or truly want because it's cheap
 - b. Choosing short term rewards over long term rewards
 - c. Eating unhealthy food because it tastes good
 - d. Not thinking about how a decision will affect the people you care about
 - e. All of the above
3. What is an alternative? ***Multiple answers allowed but not required
 - a. A choice
 - b. One of multiple courses of action
 - c. An option
 - d. An engine part
 - e. A selection
 - f. All of the above
4. True or False? A decision can only be as good as the best alternative.
 - a. True
 - b. False

5. When you have no alternatives, what is the result?
 - a. Do nothing
 - b. Just do your only alternative
 - c. You have a decision to make
 - d. You don't have any decisions to make
 - e. None of the above
6. A decision trap that affects the number and kind of alternatives you can choose from is:
 - a. Cherry-picking the one you prefer
 - b. Going on autopilot
 - c. Picking the first one that will do the job
 - d. Procrastinating
 - e. "Either" / "Or" thinking
 - f. All of the above
7. A good tool for generating new alternatives in a group is: ***Multiple answers allowed but not required
 - a. Brainstorming and writing down answers without sharing them until all answers are done
 - b. Brainstorming and saying all the answers aloud
 - c. Using diagrams
 - d. Using a weight and rate table
 - e. Look for hybrid ideas
8. Good alternatives: ***Multiple answers allowed but not required
 - a. Satisfy our values
 - b. Are doable
 - c. Increase revenue
 - d. Have little or no risk
 - e. Give quick answers
9. When you have a good list of alternatives, you should:
 - a. Do a reality check
 - b. Select the first one that satisfies your values
 - c. Build a weight and rate table
 - d. Build a decision tree
 - e. None of the above

10. What questions should you ask about each alternative to determine if it's worth investigating more? In other words, answering NO to any of these means the alternative doesn't pass the reality test. ***Multiple answers allowed but not required

- a. Is this likely to get us what we want?
 - b. Will it be expensive?
 - c. Is it reasonable?
 - d. How long will it take?
 - e. Would we really do it?
 - f. Does the boss approve?
-

Educators Workbook

Answers are given in **bold**.

1. What are values?
 - a. **Wants**
 - b. **Needs**
 - c. **Likes**
 - d. **Dislikes**
 - e. **The thing we care about**
 - f. **All of the above**
2. What are some common mistakes people make about values? ***Multiple answers allowed but not required
 - a. **Buying something they don't need or truly want because it's cheap**
 - b. **Choosing short term rewards over long term rewards**
 - c. **Eating unhealthy food because it tastes good**
 - d. **Not thinking about how a decision will affect the people you care about**
 - e. **All of the above**
3. What is an alternative? ***Multiple answers allowed but not required
 - a. **A choice**
 - b. **One of multiple courses of action**
 - c. **An option**
 - d. An engine part
 - e. **A selection**
 - f. All of the above
4. True or False? A decision can only be as good as the best alternative.
 - a. **True**
 - b. False

5. When you have no alternatives, what is the result? ***Multiple answers allowed but not required
- a. Do nothing
 - b. Just do your only alternative**
 - c. You have a decision to make
 - d. You don't have any decisions to make**
 - e. None of the above
6. A decision trap that affects the number and kind of alternatives you can choose from is:
- a. Cherry-picking the one you prefer
 - b. Going on autopilot
 - c. Picking the first one that will do the job
 - d. Procrastinating
 - e. "Either" / "Or" thinking**
 - f. All of the above
7. A good tool for generating new alternatives in a group is: ***Multiple answers allowed but not required
- a. Brainstorming and writing down answers without sharing them until all answers are done**
 - b. Brainstorming and saying all the answers aloud
 - c. Using diagrams
 - d. Using a weight and rate table
 - e. Look for hybrid ideas**
8. Good alternatives: ***Multiple answers allowed but not required
- a. Satisfy our values**
 - b. Are doable**
 - c. Increase revenue
 - d. Have little or no risk
 - e. Give quick answers
9. When you have a good list of alternatives, you should:
- a. Do a reality check**
 - b. Select the first one that satisfies your values
 - c. Build a weight and rate table
 - d. Build a decision tree
 - e. None of the above

10. What questions should you ask about each alternative to determine if it's worth investigating more? In other words, answering NO to any of these means the alternative doesn't pass the reality test. ***Multiple answers allowed but not required

- a. **Is this likely to get us what we want**
- b. Will it be expensive
- c. **Is it reasonable**
- d. How long will it take
- e. **Would we really do it**
- f. Does the boss approve