



# Decide Like

## a Pro

Navigate decision  
making with me.

We'll cross that  
bridge when we  
get to it.





**I need more  
information  
on the  
bridge now.**

# Who am I?

Sanne Visser

15 years in IT

5 years public speaker

2 years people manager

...constant overthinker



**Decision-making can be  
challenging.**





# There is no wrong way to make a decision

There are as many ways to make decisions as there are different human brains.

# How to make a decision

1

Define the decision

2

Explore the possibilities

3

Narrow down to top 2 or 3

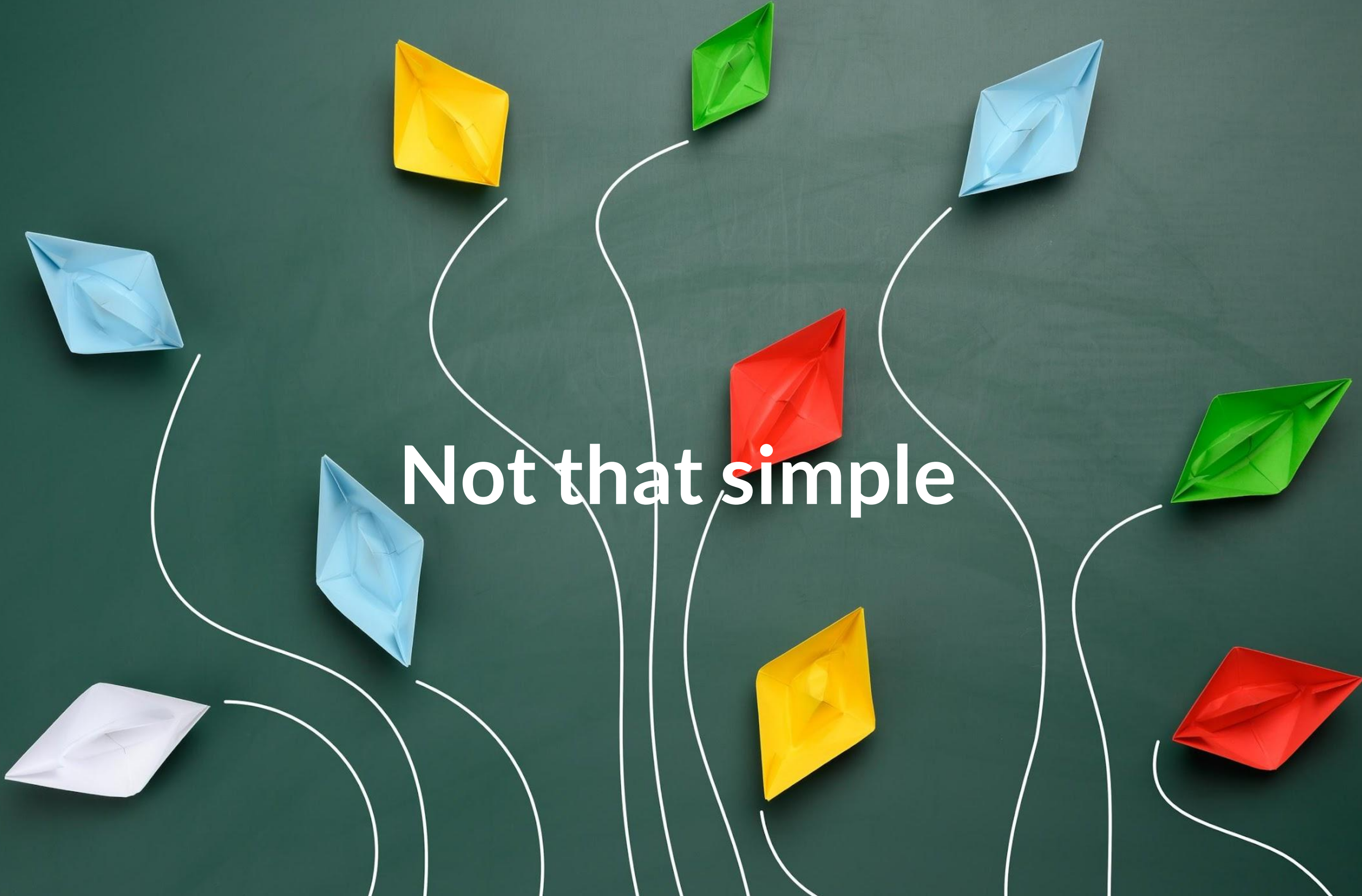
4

Evaluate if it's reversible

5

Make a choice and monitor

Not that simple





# Sanne's decision making proces





Me?

# Rarely is a decision just up to me



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....but take on more senior  
roles and more decisions  
will be yours to make.



Well, let's  
think about  
this...  
and proceed  
to completely  
overthink  
everything!

**This mess isn't big  
enough yet, let me  
ask other people  
what they think  
about this...**



**First moment of  
overwhelm...too  
much  
information, no  
idea what to do  
with it**





# Straight up PANIC

**Calm down and  
start writing  
stuff down.**





**Procrastinate  
because having  
made a list felt  
productive.**





Talk to some more  
people.

One of them will  
magically know what  
the right decision is.



**Deadline  
approaching  
!**

**Panic again**

**Randomly  
pick one of  
the options  
and hope  
for the best**





**Phew!**

**on to the next decision!**



Emotional  
rollercoaster

Overwhelm

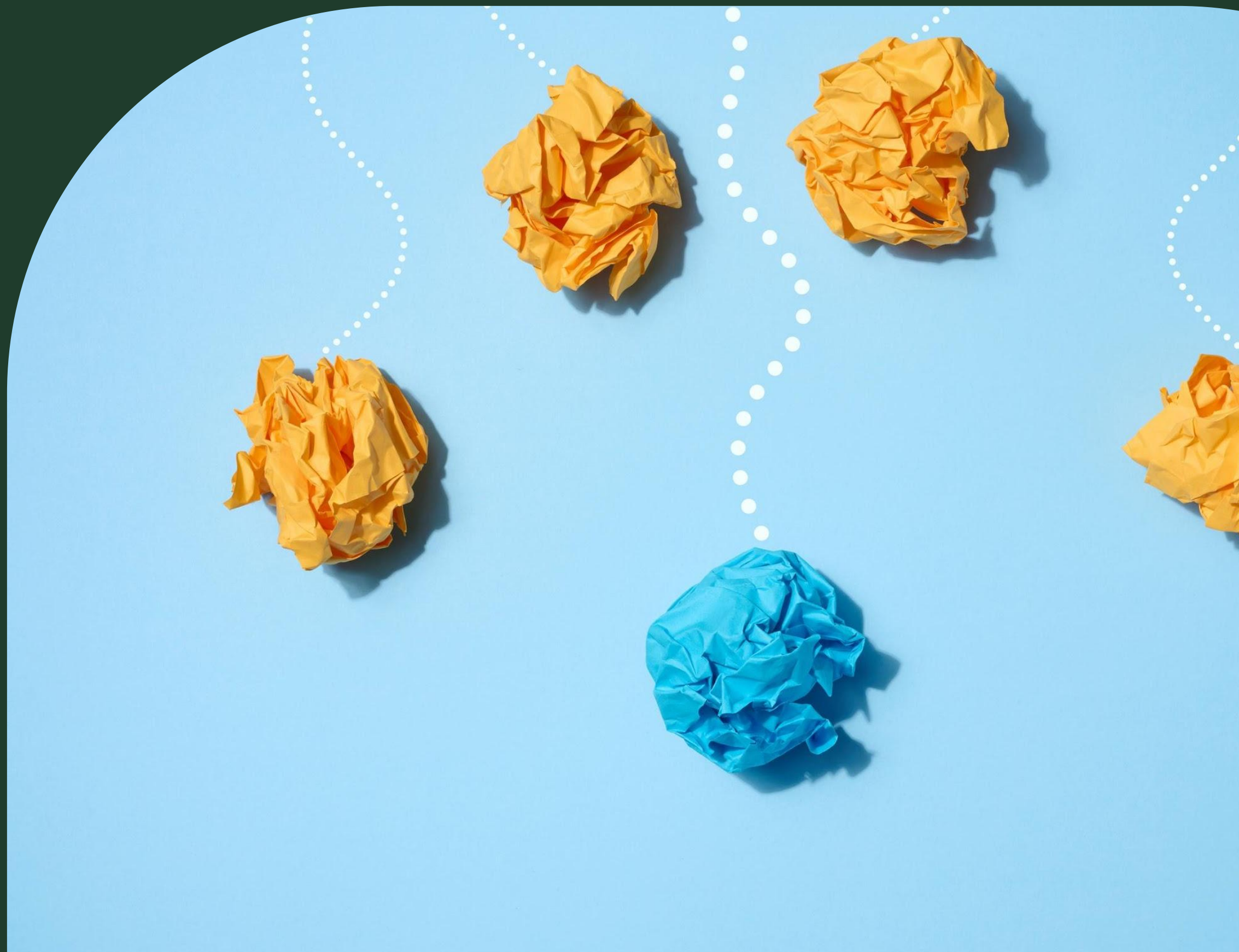


# Self-doubt





Beat myself  
up



**People follow me...some with complete faith and trust**



It's never  
just one  
decision  
AND the  
proces is  
not linear.





This could  
be better



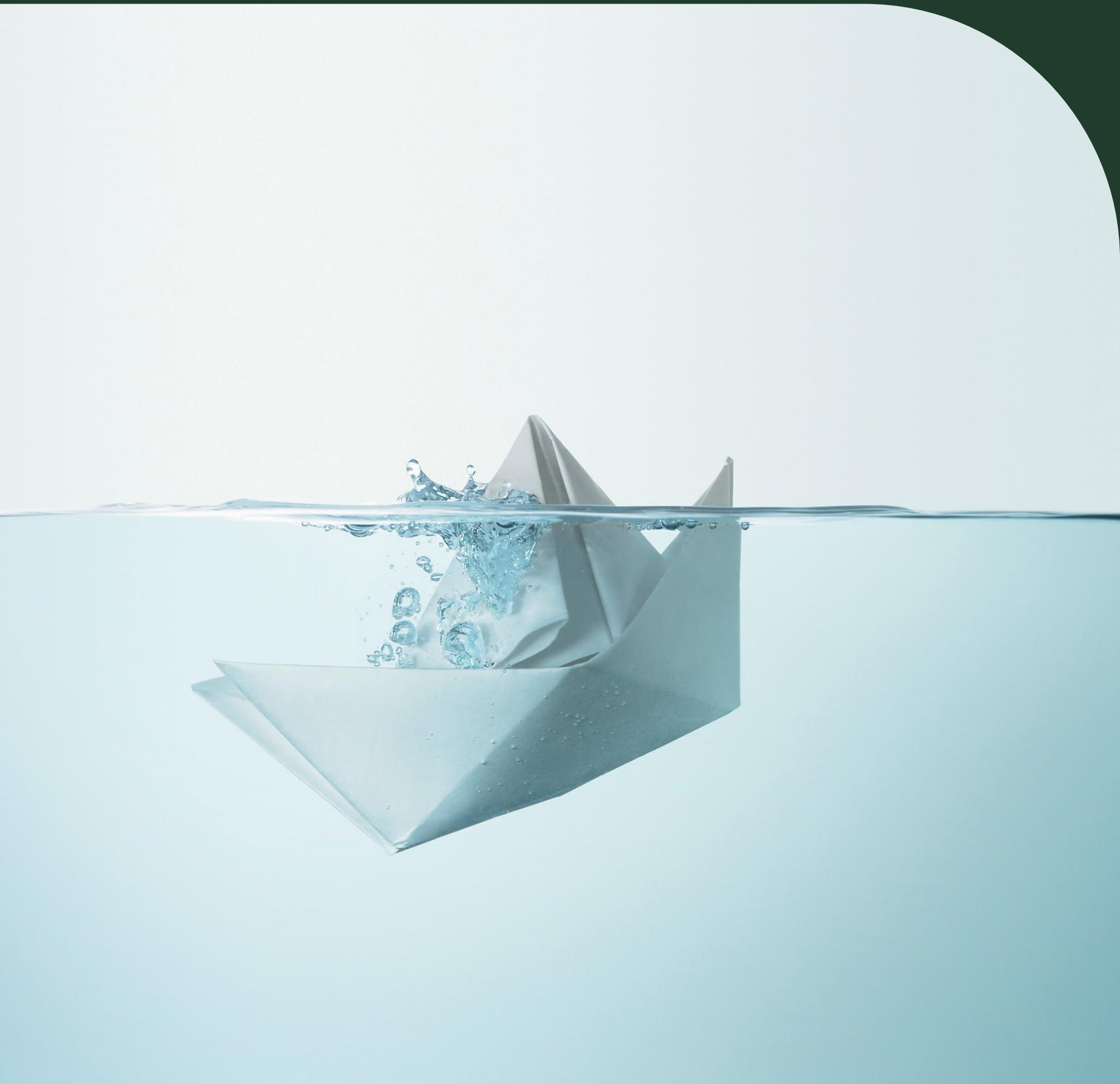
# Reflection



Some  
(actionable)  
ways to  
make  
decisions



**Reversible?**



# Regret



# Less is better when choosing

try to get to a binary list of options

-either/or

-yes/no





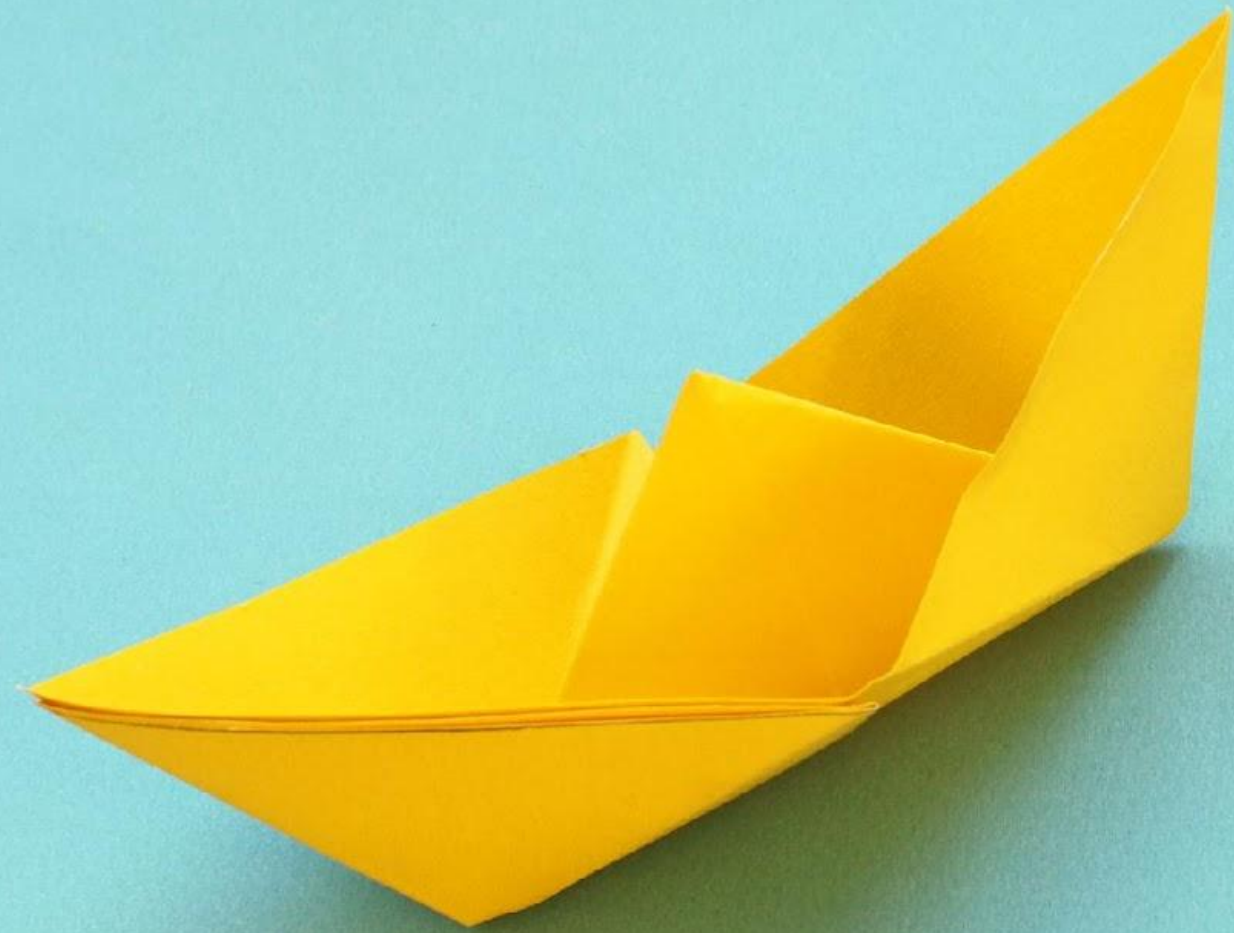
**Would  
you be  
against  
it?**

# Set limits on information gathering

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confirmation bias  
will trip you up.





Better to make a  
good decision  
quickly than a  
perfect decision  
slowly?



What's the best case?

Worst case?

Do you have a plan for the worst case?



**You can't  
only stay  
in your  
head!**



practice  
helps



**Decision made, now what?**



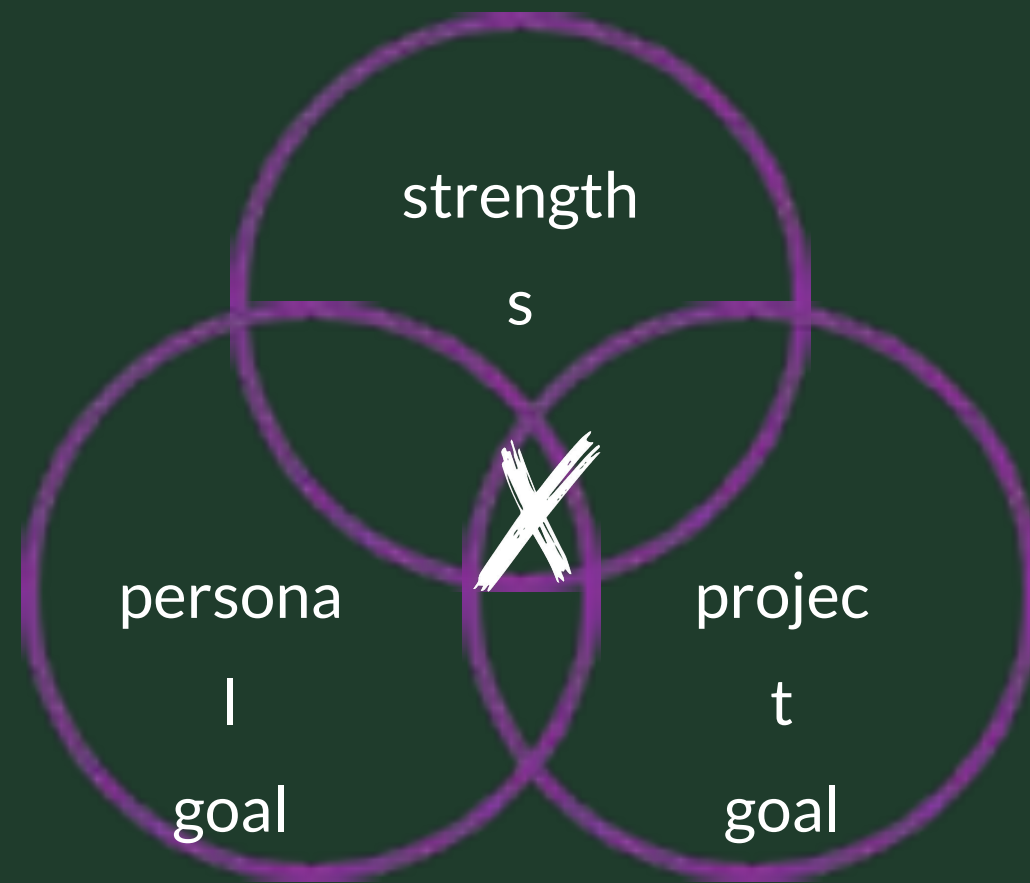
# Overthinking prioritization



# Importance & urgency

Write everything down, no matter how big or small. Then sort according to importance and then according to urgency.





# Ruthless prioritization

**n**ot only does this have to be your most important task, it also has to be the thing that hits the sweet spot of being the most important for your project, your personal goals and be one of your strengths. And be ruthless about it...FOCUS!

Thanks  
Amir Shani  
for the  
model!

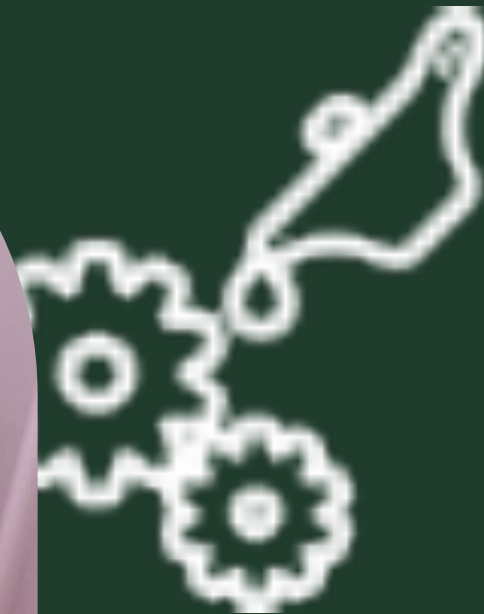
# Eat that frog

Alright, now suppose you've got a task on that list that is important but you absolutely loathe. This prioritization method dictates, that's the one you do first. Eat the slimiest, toadiest, ugliest frog first and all else will feel like a breeze.

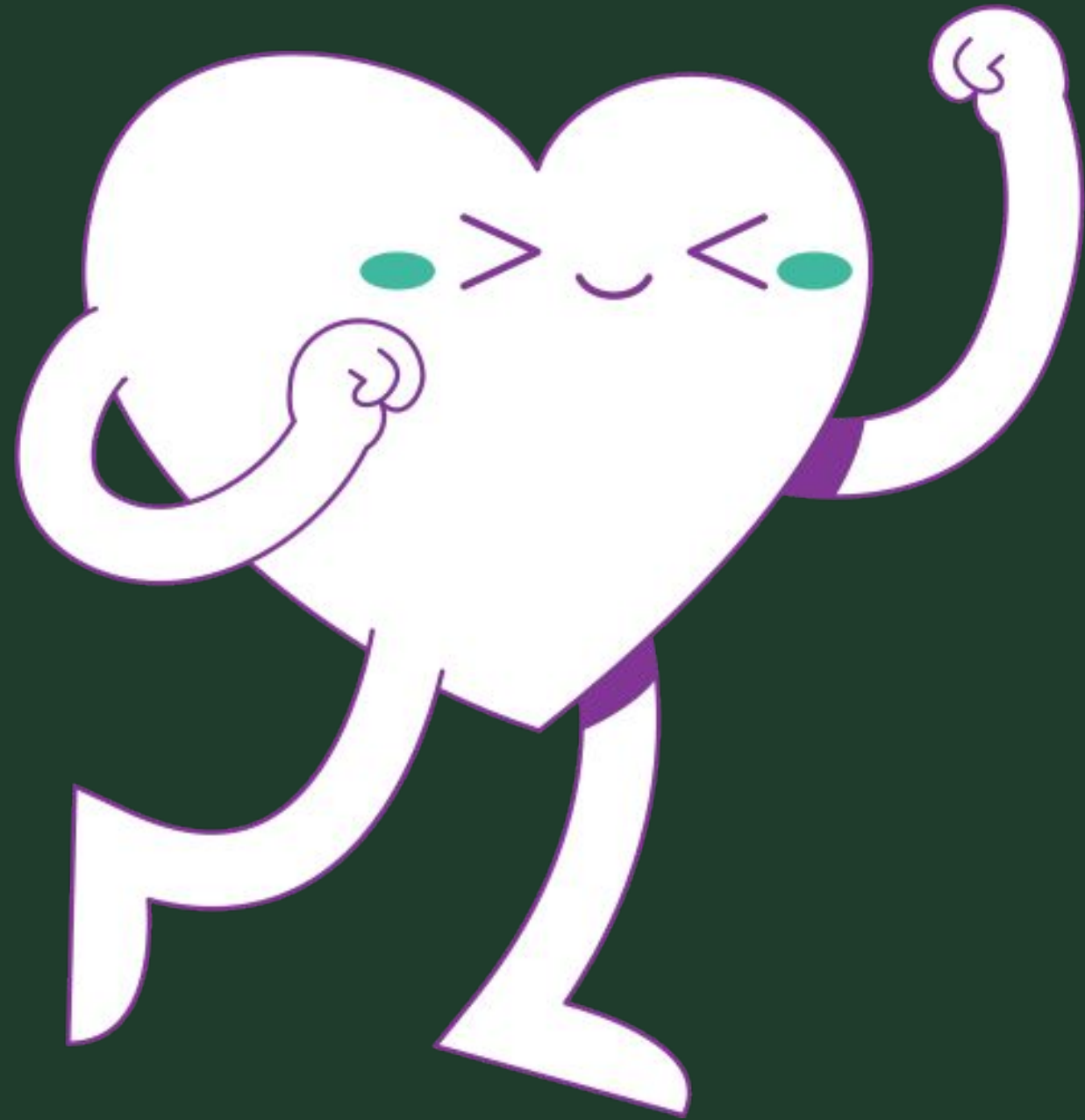
From the book 'Eat that frog'



# Grease the squeaky wheel



Which task on the list would make all the other tasks easier to do? Which one would like WD-40, grease the gears and make all else less squeaky and easier to move off your to-do list?



# Follow the fun

This is the thing on the list that maybe isn't the most important, or urgent but it's the one that frickin' excites you the most. It's attached to the BIG idea, the gamble, the work that gets your hopes up and heart soaring. Do that one!



# Two equal choices?

Now suppose both choices are entirely equal, or there is no way to entirely know everything about the choices, but you still have to decide. This is where a lot of us get stuck...now what?

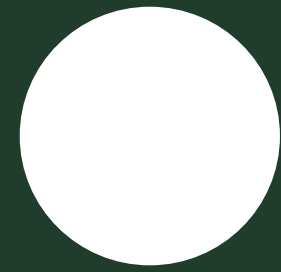


**Choices are often equal**



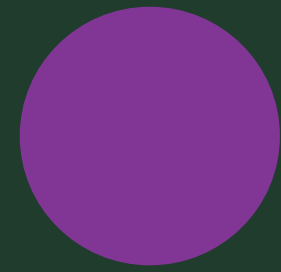
**And the  
future is  
unknowable  
so you can  
never be  
really sure**





# Risk aversion bias





**Change is  
uncomfortable  
and introduces  
new risk.**



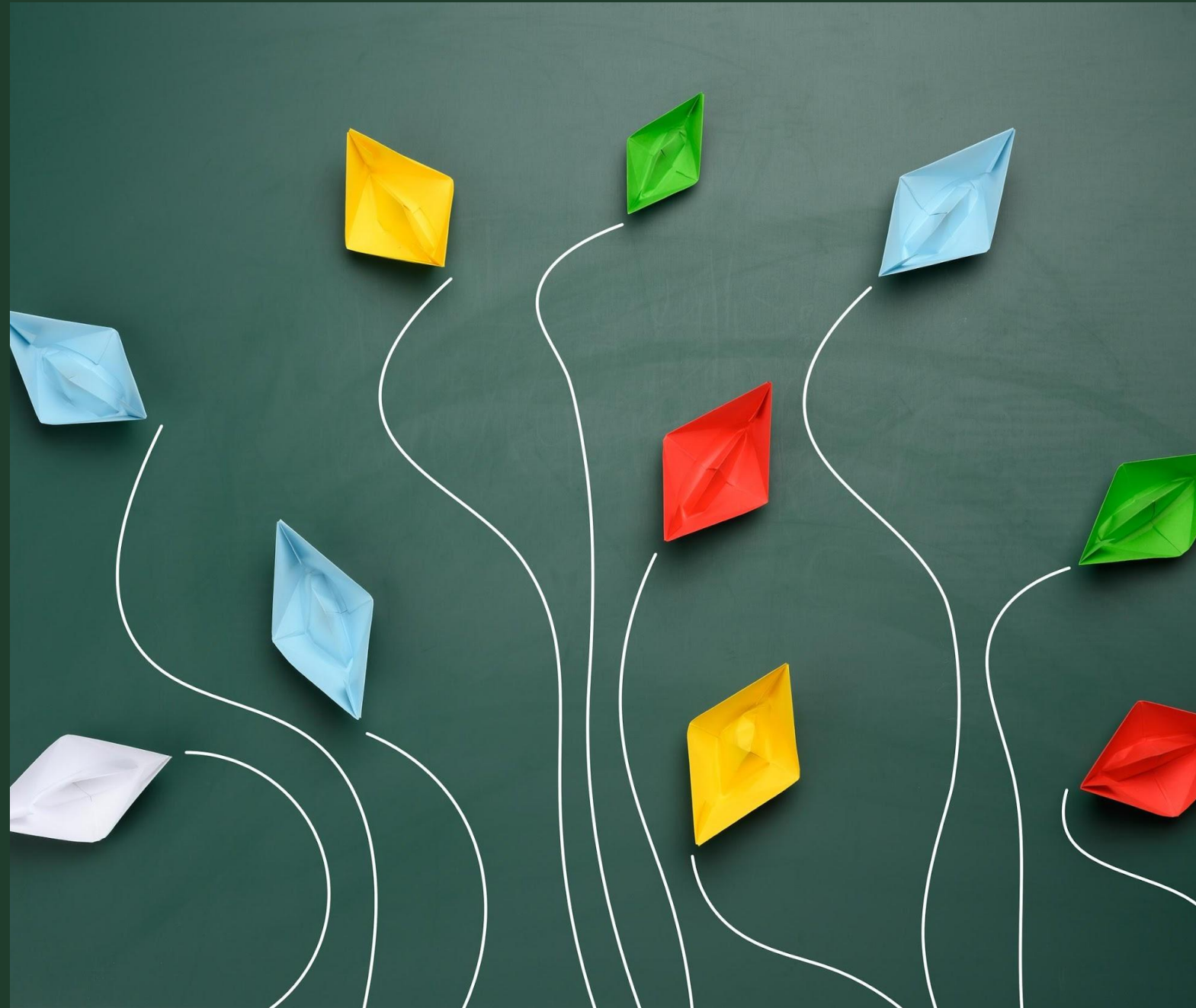


**If a  
decision  
scares  
you, you  
will never  
feel ready**

# Now all that matters is your 'why'

When two choices are entirely equal, the only thing that matters is YOUR reasons for choosing. The reasoning you attach to either have to align with why you do anything at all. There is no better or worse, there is now only your principles and who you want to be.





**It's based  
on who  
you are.**

Knowing your north star helps  
make any decision.



**Sanne Visser**

Agile Test Coach | Public Speaker |  
Software Testing at Capgemini



**Thank You!**

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# One final note



Locus of control



**make the decision right**