



NOTES – FOCUS YOUR OWN MINDSET FOR SUCCESSFUL RESULTS

by George Mentz, JD, MBA, CWM®, MPM®, QFP

"Accordingly, quality relationships are inevitable when you are confident, poised, positive, happy and purpose driven.

Constructive Talk is important. Avoid toxic thoughts. Soren Kierkegaard was famous for saying, "We must think for ourselves and be suspicious of groupthink, and we should not worry about the ignorance of neighbors and society. With that being said, surround yourself with EXPERTS and people who KNOW."

(Excerpt from the Abundance Bible)

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RECOMMENDED READING Leadership Decision Making



Dr. Hossein Arsham Distinguished
Research Professor

Decisions are at the heart of leader success, and at times there are critical moments when they can be difficult, perplexing, and nerve-racking. However, the boldest decisions are the safest. This source provides useful and practical guidance for making efficient and effective decisions in both public and private life. Nothing succeeds a success better than another sweet success.

[Read this discussion](#)

Editor's Notes :

by Michele Guttenberger, MPM®

REMOVE BAD BIAS FROM DECISIONS

We can take all the project management courses on decision making that guides us through the triple constraints of the scope, schedule and cost to make our project decisions. However, even in the most structured and rational decision process enacted by humans, an unrecognized factor gets throw into the mix. This undetected component that impacts our decisions is that of human biasness.

The best decision process is not guaranteed to be free of the disorder caused by personal biases and irrationalities. Overconfident management easily becomes confirmation biased where it seeks information that supports their view and ignores evidence that contradicts their preconceived notions. Biasness is also present when one item of information becomes weighted too heavily in directing a decision. Aversion to risk taking is another form of biasness when decision makers have a low tolerance for loss thus becoming too cautious in their decisions where they are afraid to take any risk. These decisions forfeit changes that would make improvements to the quality of business. Bias factors can impair the observe, interpret and execute process in decision making. Decision biases are not only the fault of the individual manager they can also be part of the group. Problems from group bias thinking were aptly noted by Peter Drucker (1909-2005) author of philosophical and practical foundations of the modern business corporation who stated: "Ninety percent of the information used in organizations is internally focused and only 10% is about the outside environment. -- this is exactly backwards." - (Economist, 2001) Maybe the best guide books on the decision making may not be found in Project Management handbooks but in the Psychology section. Psychologist Edward de Bono developed a tool for group discussion and individual thinking involving six colored hats. "Six Thinking Hats" It uses associated idea parallel thinking to provide a means for groups to plan a thinking processes in a detailed and cohesive way, and in doing so to think together more effectively. View the animated summary of "Six Thinking Hats"

<http://youtu.be/cjVxSk1MqO4>

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Adam Hubka,
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Adam Hubka is a Certified E-Marketer (CEM), and a Certified E-Marketing Analyst (CEA) and a charter member of the Institute of Certified E-Commerce. His PM consulting expertise are in email list building, landing page optimization, SEO, cross-channel marketing, CSS, social CRM, banner ad design, pay-per-click marketing, and web analytics

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