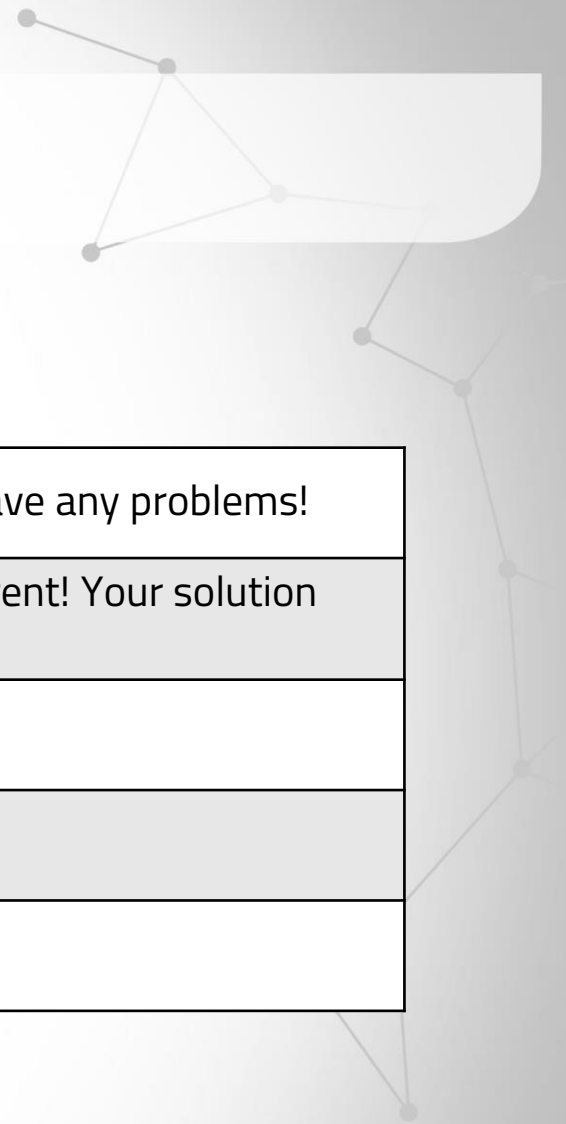


5 Layers of Decision Making



1	Agreement about the problem	Why are you talking to me? I don't have any problems!
2	Agreement about the direction or completeness of the solution	You don't understand – we are different! Your solution won't apply to us...
3	Agreement about negative side effects	That's fine, but...
4	Agreement about obstacles	We cannot proceed because...
5	Other fears, primarily the approval of others	Other people will not agree to this!

Find the podcast here:

<https://blackbeltinthinking.com/blog/podcast-5-layers-of-decision-making-mirta-fagundes-dos-santos/>

5 Layers of Decision Making

- Layer observation in a meeting:
 - Make a table with the person 'selling' an idea, and the 'buyer' of the idea
 - Note which layer each is in every few minutes
 - See how the meeting stalls until the seller's layer aligns with the buyer's, then moves forward quickly

'Buyer'	'Seller'
1	2
1	2
1	2
1	1
2	2

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