

SUCCESSFUL DECISION-MAKING

Simple steps to make
the best career choices for you



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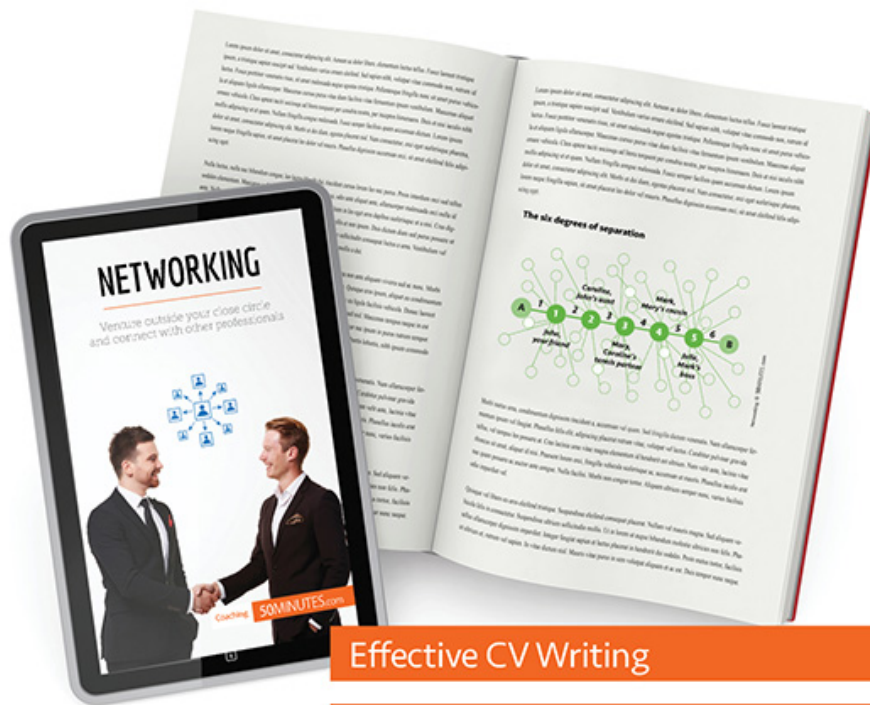
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SUCCESSFUL DECISION-MAKING

- **Problem:** how can I learn to make and be comfortable with tough decisions?
- **Uses:** making rational professional choices will give you a sense of balance and allow you to move towards the goals you have set yourself with complete peace of mind.
- **Professional context:** career management, professional development.
- **FAQs:**
 - What is my brain's process for making a decision?
 - What are the consequences of failing to make a choice?
 - Should I limit my choices?
 - Is it helpful to talk about good or bad choices?
 - How will greater self-awareness allow me to make choices that I am happy with?
 - Should I seek guidance when making an important professional decision?

We all have to make professional decisions at some point: choosing a career, changing job, setting up a business, changing our work arrangements, and so on. Whether they are big or small, and whether they were our idea or were imposed by someone else, these choices often make us uncomfortable or even stressed if we are struggling to decide.

The French writer André Gide (1869-1951) claimed that choosing inevitably means rejecting other options which could have turned out to be better, thus highlighting how difficult it can be to make a decision. As well as abandoning other options, making a decision means facing up to the unknown and taking a risk (since the outcome is not guaranteed), and consequently setting off in a particular direction. It is a necessary gamble on the future.

Learning to make decisions is therefore essential: they allow us to change a situation we are not happy with, preserve what we already have or make progress towards our goals, without depending on other people.

However, it can be difficult to overcome indecision, feel certain about our choices and be completely comfortable with the path we have taken. Choosing what will make us happy is not as easy as it may seem. In just 50 minutes, you will discover all the practical advice you need to make fulfilling personal choices and stick to them.

MAKING THE RIGHT CHOICES: THE BASICS

WHY IS IT SO DIFFICULT TO MAKE A DECISION?

The limits of a rational approach

Research in cognitive science has shown that we make all our decisions in two phases. Firstly, we gather information and examine the options available, which enables us to eliminate some of them. We then compare the remaining options to evaluate the level of commitment, the actions necessary and the long-term consequences of each of them.

The more important a decision seems to us, the more we try to approach it rationally. This is illustrated by the well-known method of drawing up two columns to record the pros and cons of each option. This allows us to clarify the situation by sorting through the advantages and disadvantages and evaluating the consequences for us and our environment. However, this is often not enough for us to decide. Furthermore, overthinking things can stop us from making a choice, leaving us feeling anxious and guilty.

THINK, BUT DO NOT OVERTHINK

Researchers in neuroscience have discovered that the more information we accumulate about a subject, the more we risk drifting away from the crux of the matter. Indeed, our prefrontal cortex, which is responsible for reasoning, can only deal with a certain amount of information at once. Too much information

can therefore stop us from thinking clearly and lead us away from what really matters.

The possibilities are infinite

In days gone by, we lived as part of group and followed the path that had been set out for us since birth. Group cohesion and balance were prioritised above personal fulfilment. By introducing the ideas of freedom and equality, revolutions and democracy emphasised the importance of the individual within society and made each person responsible for their own happiness. The philosopher and researcher Michela Marzano (born in 1970) explains: “Freedom has become a duty, not just a possibility. But by becoming an obligation, it has lost its meaning!”¹ (cited in Péronnet, 2010).

As a consequence, we often feel overwhelmed by the infinite number of possible choices before us and the crushing weight of responsibility on our shoulders.

The re-emergence of fear

When we make choices, there are some illogical factors, in particular our fears, which can prevent us from making a decision. According to the bestselling Canadian author and founder of the Listen to Your Body school Lise Bourbeau (born in 1941), there are real fears (when we are facing a real danger) and “unreal” fears, such as:

- fear of taking risks;
- fear of making mistakes;
- fear of giving something up;
- fear of feeling trapped;
- fear of disappointing others.

Unreal fears are created by our imagination and are linked to beliefs which generally developed during our childhood as a result of things we

experienced, observed or learned. In order to prevent these painful experiences from happening again, we have developed a range of behaviours that aim to protect us, but which also leave us trapped.

LIMITING MESSAGES

Based on the work of Eric Berne (Canadian psychiatrist, 1910-1970), the founder of transactional analysis, the American psychologist Taibi Kahler (born in 1943) has identified five behaviours called drivers which influence our behaviour:

- be strong,
- be perfect,
- hurry up,
- try hard,
- please others.

These messages, which we internalise as children through our upbringing, our culture and our experiences, are at the root of the limits we set for ourselves. By identifying and accepting them, we learn to become who we really are and not who we are expected to be.

The fear of change is also present and deeply rooted in all of us. We tend to like our habits because they are reassuring. Change means leaving our comfort zone and taking a step into the unknown, without being sure that the choices we have made are the right ones.

In his book *Who Moved My Cheese?*, the American author Spencer Johnson (born in 1940) highlights our behaviour in the face of life's difficulties and challenges through the story of four characters (two mice and two "little people"):

- Sniff, who detects change as soon as the first signs appear;
- Scurry, who speeds up the action;
- Hem, who fear and rejects change as he is afraid that it will harm him;
- Haw, who is able to adapt when he understands that change may be for the better.

Our attitude to change therefore plays a decisive role when we have to make a professional choice.

Not knowing ourselves

The thing that we are looking for through our choices is probably happiness.

The philosopher, sociologist and writer Frédéric Lenoir (born in 1962) believes that the speed of modern life stops us from staying in touch with our deepest thoughts and desires. We want to do everything, but we do not have the time.

THE COMPONENTS OF HAPPINESS

According to Lenoir, scientists agree that happiness comes from the following factors:

- 50% genetics (genes, heredity);
- 40% our decisions and actions (our life choices, the meaning we give to life, our commitments, the people we meet, the things we do);
- 10% external conditions (the country we live in, our social environment, our family circle).

“The key to wisdom lies in reduction, in reducing our desires and in adapting them to the world, which is limited and in crisis. All the schools of wisdom in the world, from Stoicism to Buddhism, and including Spinoza, Montaigne and Jesus, invite us to cultivate the essential.

By making the right choices, we will find greater joy and live more fully.”² (Frédéric Lenoir, cited in *Livredepoche.com*)

Not knowing ourselves and what we really want and chasing after unsuitable things can weaken us when we have to make important choices in our professional and personal lives.

HOW CAN I MAKE FULFILLING PROFESSIONAL CHOICES?

Explore external factors

We will illustrate this by taking as our example a question that everyone should ask themselves at some point, and perhaps on more than one occasion: “To thrive professionally, should I stay in the same position at the same company, or would it be better to look for a new job or a new career?”

The first thing to do is to identify the environmental context of the choice to be made. Study the factors that may have an impact on your decision.

- How is your company organised? How are decisions made?
- What are the prospects for jobs and growth in the sector you are interested in?
- Get informed about the economic sectors, the types of companies and the locations where the profession you want to move into is practiced.
- What professional and personal qualities do you need for the job you want to do?
- How much will it cost you to start a new project or follow a training course?
- Which experts could advise you? Feel free to ask for opinions and support from people you know.
- Imagine the risks or obstacles you could encounter.

Look within yourself

The Dutch philosopher Baruch Spinoza (1632-1677) thought that understanding our true nature is the key to happiness. This means knowing ourselves well and defining what suits and what does not suit us. It is therefore essential to make a note of everything that you know about yourself, because the better you know yourself, the more likely it is that you will make the right choices for you. Take a step back and review the following elements:

- your current and past work experience;
- your skills and abilities;
- your personality traits;
- your tastes and interests;
- your fears and desires;
- your needs (both satisfied and unsatisfied);
- your main values (see “Over to you”);
- your hopes and aspirations;
- the things that are holding you back and the things that you could improve.

For each of these categories, write down everything that comes to mind, from a simple description to your feelings in a particular situation. Try to assess what you know about yourself.

THE IMPORTANCE OF OUR VALUES

Values such as respect, generosity, justice, freedom, pleasure and authenticity come from our experiences and our upbringing. They guide us and are the reason we do things. They are things that we deeply believe in, that make sense to us and that drive our behaviour and interactions with our environment. When we make a decision, it is essential to come back to our values, because this allows us to act on several levels:

- to be in harmony with ourselves;
- to give meaning to our actions;
- to manage our priorities and stress levels;
- to remain calm and confident when we tackle our projects.

Maryvonne Lorenzen, a professional coach and co-author of the book *Faire les bons choix* (“Make the Right Choices”), recommends looking at two or three of the decisions that you have already taken and identifying the factors that influenced your decisions. These factors could include prejudices, social limitations, your background and the people around you. By analysing your own behaviour and deeper motivations, you can make new choices with a clear mind and adapt your decisions to the reality of the situation.

SHORT-CIRCUITING OUR FEARS

When we are faced with a choice that makes us feel confused or uncertain, the best approach is to try and identify our fears and false beliefs about the situation by asking ourselves a few questions. The French psychosociologist and writer Jacques Salomé (born in 1935) believes that each of our fears masks hidden desires. If this is the case, identifying our fears will give us access to our desires and allow us to make decisions relatively calmly.

- Why am I afraid of this decision?
- Can I remember having the same fear during my childhood?
- In what circumstances does this fear most often emerge?
- Is my fear founded?
- Is this fear linked to a belief? If so, what?
- What is this fear stopping me from having, doing or being?
- What desire could this fear be hiding?
- What can I do to satisfy this desire?

Listen to your fears and intuition

“Richard Branson, the CEO of Virgin Group, bases his decisions on whether or not he is excited by the suggestion in front of him. The Hungarian businessman George Soros claims that he trusts his backache, as the pain he feels is directly proportional to the risk of a financial investment!”³ (Fontaine, 2013)

Our feelings are a warning system that can give us valuable information about a particular situation. Learn how to identify the physical signs which accompany your emotions: tension, relaxation, headaches, stomach aches, shivers, goose pimples, rapid heartbeat, and so on.

When you have to make a choice, ask yourself:

- How do I feel about this choice?
- How does this manifest itself in my body?
- What makes me feel the way that I do?
- What ideas about this subject come into my head automatically?

Your intuition can also be a big help in making smart professional decisions. According to a study carried out in the late 1990s by Dr Jagdish Parikh, a researcher at Harvard Business School, 80% of the 13 000 senior executives questioned attributed their success to their intuition. The American researcher and expert on intuition in business Herbert Simon (1916-2011) explains that “intuition is directly linked to our experiences and what we have learned. Like a chess player, the manager, knows intuitively what the right action is in a given situation, because their brain has gathered all the relevant information and preliminary probabilities”⁴ (cited in Fontaine, 2014).

TRAIN YOUR INTUITION

To develop your intuitive intelligence:

- listen to the little voice in your head;
- pay attention to your physical feelings and your emotions;
- pay attention to associations of ideas and flashes of visual, aural or mental impressions;
- sharpen your senses (sight, sound, smell, touch, taste);
- write down your dreams in a notebook;
- look at synchronous events, meaning the simultaneous occurrence of at least two events with no causal link, but whose association is meaningful to you;
- work on your empathy;
- learn to let go (Fontaine, 2013).

Make your intentions clear

According to the psychologist and sociologist Dominique Chalvin, “most of our professional frustrations result from not having a clear ranking of the various possible objectives.”⁵ He advises placing your work in the context of your life as a whole by setting realistic goals and daring to be an “honest strategist”. This means that you are able to think ahead, establish action plans adapted to your situation, always have a plan B in place and correct behaviour that is not right for you.

As decisions are the result of an intention, it is important to know what you really want, rather than just what you do not want. Being aware of what you are drawn towards will strengthen your determination and motivation to get there.

To be clear with yourself:

- set concrete goals and fix deadlines;
- define steps and intermediate goals that are in line with your values;
- ask yourself what result or benefit you hope to get through this choice.

SETTING SMARTE GOALS

- **Specific:** your goal must be precise and contextualised;
- **Measurable:** you must be able to quantify it, with precise stages to reach;
- **Achievable:** you must think that you can do it;
- **Realistic:** the goal must be realistic in your specific context;
- **Time-bound:** you must have defined stages and deadlines that you can reasonably commit to;
- **Ethical:** the goal must be acceptable for you and the people around you, and it must be in line with your values.

HOW CAN I STICK TO MY DECISIONS?

Sometimes, even though we have made a decision and are motivated, we continue to hesitate and do not move on to action.

Accept the unknown

“I like the idea of letting go of old behavior [...] Repeating the same behavior will just get you the same results.” (Johnson, 1999: 88)

Thinking sincerely about change is essential to confirm that you have made the right choice and to respect your balance and the balance of the people around you.

- What is your underlying motivation?
- Are you really ready to change now?
- What advantages of the current situation would you like to keep?
- Are there disadvantages to changing, either for you or for your friends and family?
- What do you hope to gain through this change?

- What are you prepared to lose from the current situation?
- Will this change allow you to have the life you aspire to?

Watch out for the choices that you make to get out of a painful situation, because you risk adopting a strategy of avoidance and constantly reproducing the same patterns: as long as the problems is not solved or overcome, the same scenario is repeated endlessly. Of course, if your circumstances are unpleasant, taking the situation in hand and trying to change it is a good thing, as long as you do not automatically choose to run away. Put things into perspective so that you can take everything into consideration. This will ensure that you make decisions not to avoid discomfort, but because you really want to progress in your career.

Accept your choices and put things into perspective

| “There is no such thing as failure; there are only experiences.”⁶ (Claeys Bouuaert, 2013: 22)

Accepting your responsibilities means taking an active role in your choices, accepting their consequences and learning from your experiences.

Most choices are not irreversible or definitive. It is still possible to make different decisions, try other things and adjust your choices. Each decision is therefore a new opportunity to redirect your attention towards what is important. This is fortunate, because our values can also change; they evolve throughout our lives and as we have new experiences. This means that, although a bad choice is rarely an irreversible catastrophe, it is worth stopping every time we make a decision to consider our options in order to avoid being swept along by our habits and to make sure that we are on track to achieve our goals.

Take your time

The lecturer and presenter Sylvie Labelle explains: “A decision is a process in three phases. First of all, there is our exploration (or analysis) of the situation, then the incubation period, when we weigh up the pros and cons,

and finally the eureka moment, when we know that we have found the right solution and are ready to apply it”⁷ (cited in Laurier, 1994).

Giving yourself a few days or weeks before making a final decision allows you to compare your choice with reality. During this period, you can get to know your choice better, think about the future and imagine what your day-to-day life would be like if you made this decision. This will reassure you that you are making the right choice. Make sure that you set a deadline, after which you should stop questioning your decision. Otherwise, you risk getting trapped in a paralysing spiral of indecision.

Commit

If you commit to something, you are voluntarily taking certain risks. To do this, a high level of self-confidence and self-esteem are essential.

The American businessman and speaker Stephen R. Covey (1932-2012) recommends writing a “personal mission statement or philosophy or creed. It focuses on what you want to be (character) and to do (contributions and achievements) and on the values or principles upon which being and doing are based” (2004: 106).

Make a contract with yourself by writing the key features of your choice in a notebook, signing it and rereading it regularly.

Picture yourself in the future

“High-level athletes are very good at visualising. They see, feel and experience what they are going to accomplish in their mind’s eye; they set off knowing where they are going to end up.”⁸ (Jeanne, 2012: 50)

Visualisation, which was developed and popularised by the American cancer specialist Carl Simonton for therapeutic purposes in the 1970s, allows us to make possibilities seem like reality.

The idea is to imagine the situation as we want it turn out, with as much detail as possible (place, feelings, the attitude we want to have, and so on). This prepares our brain to reach the goals we have set for ourselves and allows us to ground these goals in reality. This generally makes choices easier, because we can imagine their consequences. According to Christian Jeanne, “mental imagery, meaning the visualisation of a situation where we see ourselves completing an action, is filed away in a drawer of our memory and can be brought out every time we find ourselves facing a similar situation.”⁹

Take action

“For real change to take place, awareness is not enough: action and perseverance are also necessary.”¹⁰ (Carl Gustav Jung, Swiss psychiatrist, 1875-1961)

Once you have made your decision, take steps to implement it:

- prepare to invest time and energy and to persevere;
- identify the tasks you need to undertake;
- draw up a plan of action, with intermediary stages;
- think about and prepare the resources you will need;
- imagine solutions to potential obstacles;
- regularly check how your plan is progressing in order to stay focused.

¹This quotation has been translated by 50Minutes.com.

²This quotation has been translated by 50Minutes.com.

³This quotation has been translated by 50Minutes.com.

⁴This quotation has been translated by 50Minutes.com.

⁵This quotation has been translated by 50Minutes.com.

⁶This quotation has been translated by 50Minutes.com.

⁷This quotation has been translated by 50Minutes.com.

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¹⁰This quotation has been translated by 50Minutes.com.

TOP TIPS

- Analyse your professional situation objectively while keeping in mind the other parts of your life (personal, familial, financial, social, health, and so on).
- When you have to make a professional decision, imagine your different options.
- Stay open to all possibilities, as this may provide a way forward that you had not noticed before.
- When making your decision, keep in mind what is really important to you (your values, your needs, your desires, and so on). Ask yourself what benefit or result you want to get from this choice.

“Our values are a goldmine of intrinsic motivation and compelling reasons to do what we are doing. They are at the heart of the meaning of our personal lives and projects. By extension, they favour fluid actions that give us pleasure, and consequently a positive, dynamic and action-oriented state of mind.”¹ (Pascual)

- Listen to your emotions to feel what choice is best for you.

“...have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.” (Steve Jobs, commencement address at Stanford University, 2005)

- When you are making a decision, ask yourself whether or not it feels right to you and pay attention to the first answer that comes into your head. This is your intuition talking, and it can tell you a lot about yourself if you learn to listen to it. It can also save you a lot of time when you make decisions by sparing you the effort of doing more research than you need to. Keep a clear head by identifying the factors that influence your choices: prejudices, society, your background, the people around you, and so on.

“It is not because things are difficult that we do not dare; it is because we do not dare that they are difficult.” (Seneca)

- Take the time to mull over your reflections by giving yourself breaks, meditating, and so on.
- Keep a journal to write down your thoughts and feelings about the decisions you make.
- Give yourself more options by changing the way you make decisions: reason more if you are intuitive, or develop your intuitive intelligence if you normally use reason.
- See change as an opportunity to learn and grow.
- Start by making small choices to train yourself to make bigger decisions.

¹[This quotation has been translated by 50Minutes.com.](#)

FAQS

WHAT IS MY BRAIN'S PROCESS FOR MAKING A DECISION?

Dr Lesley Fellows, a neurologist and researcher at the Montreal Neurological Institute and Hospital, has shown that the brain uses two separate regions to make decisions. One focuses on the object of the decision, and the other on the actions necessary to attain this object.

- The prefrontal cortex, which is at the heart of our decision-making processes, allows us to organise to deal with change, achieve objectives, implement action plans and make decisions. Fellows' research has shown in particular that people with injuries to this region struggle to choose and set goals.
- The limbic system, which is home to our emotions and in particular to fear, allows us to evaluate the actions we would need to carry out to accomplish each option when we are making a decision.

WHAT ARE THE CONSEQUENCES OF FAILING TO MAKE A CHOICE?

“I can always choose, but I ought to know that if I do not choose, I am still choosing.” (Jean-Paul Sartre)

Not choosing, whether by leaving things up to chance or by depending on other peoples' decisions, makes us a spectator to our own lives. Letting yourself be led in this way will inevitably result in frustration, pain and feelings of guilt. Failing to choose is a passive behaviour which dents your self-confidence and prevents personal development which could lead to a

greater sense of fulfilment. On the other hand, when we are aware of the choices we have and make a conscious decision to take a particular direction, we take control of our own lives.

Being confident in our decisions is not always easy. There is a risk that we will make a mistake and leave ourselves exposed to unpleasant consequences. However, we need to keep in mind that even a mistake teaches us more about ourselves than remaining passive. We are lucky that we are free to make choices – do not waste the opportunity!

SHOULD I LIMIT MY CHOICES?

The Italian psychiatrist and psychotherapist Carlo Moïso (1945-2008) has identified certain situations, known as the “5 Is”, in which there is no possible action that the individual can take. These situations therefore represent the limits of our choices (Gallotti and Lorenzen, 2015: 135):

- **The injustice of life.** Accepting the things we cannot control and acting in the moment on the events we can have a real impact on minimises regret, resentment, the desire to take revenge and the feeling of victimhood.
- **The inadequacy of man.** Being aware that we are not omnipotent allows us to dispel the illusion of perfection and regain humility and an awareness of the value of others, while accepting what makes us unique.
- **The inevitability of endings and death.** By tracing a timeline from beginning to end, we can think more clearly and live with greater awareness and meaning.
- **The irreversibility of the past.** Measuring the possible impact of our past makes us more inclined to forgive ourselves, deal with grief better, live in the moment rather than idealise the past, and transition positively through change.
- **The impossibility of predicting the future.** The fact that we do not know what will happen in future motivates us to choose, progress and give meaning to our actions.

IS IT HELPFUL TO TALK ABOUT GOOD OR BAD CHOICES?

If you manage to leave the idea of perfection behind, change the way you look at decisions and accept that everything is an experience, you will come to understand that there is no such thing as good or bad choices. What really matters when we make decisions is that our project is moving forward and starting to take shape. Making new decisions allows us to learn, grow and progress.

When you review your choice, you will know whether or not it was the right one. You will then be able to analyse the circumstances that led to that result and try something else if you need to.

HOW WILL GREATER SELF-AWARENESS ALLOW ME TO MAKE CHOICES THAT I AM HAPPY WITH?

Learning what we need by studying our behaviours, our attitudes, the things we resist and the way we work teaches us how to act and react.

It allows us to better understand the causes and effects of our decisions and life choices. By getting to know ourselves better, we give ourselves the opportunity to break free of the limiting behaviours that keep us imprisoned by our own fears, beliefs and mistaken interpretations.

SHOULD I SEEK GUIDANCE WHEN MAKING AN IMPORTANT PROFESSIONAL DECISION?

Carrying out a skills assessment, enlisting the services of a professional coach and asking friends and family can be very useful when you have to

make a major choice. An outside view can bring fresh ideas and reveal approaches that you may not necessarily have thought of.

By seeking professional guidance, “you can express your feelings, doubts, aspirations and desires without judgement, and also sort through all this complex information. A professional will help you to find useful reference points to guide your choices based on your needs and your environment. You will be able to explore different approaches and release your inner truth by getting closer to the deepest part of yourself. After raising your level of awareness, you can then decide for yourself, completely independently and free of the situations you have already experienced”¹ (Fosset, 2014: 83).

¹This quotation has been translated by 50Minutes.com.

OVER TO YOU

ANALYSE YOUR CURRENT SITUATION

Below are some questions to ask yourself to get a better idea of your situation:

- What has my development in this company been like?
- What are my strengths and areas for improvement in my professional life?
- Do my skills correspond to the needs of the market?
- What is really the most important thing for me in my work?
- What are my relationships with my supervisors and colleagues like?
- What goal have I set myself to make progress in my career?
- What impact does my family life have on my work?
- Is my financial situation stable?
- Am I more solitary, or do I need to be around people?
- What is the context of my decision?
- What is the main reason I want to change things now?
- What benefits am I expecting from a change of direction?
- What am I prepared to risk or lose?
- Is this choice entirely or partly up to me?
- Do I need to make a decision urgently? And if so, why?
- What training or experience do I have, or do I need to have, to make my dreams a reality?

(These questions were inspired by “Changer de job ? 7 étapes pour faire le bon choix” [“Changing job? 7 steps to make the right choice”] by Béatrice Gomez.)

PRIORITISE YOUR VALUES

- Starting by listing 20 values that are important to you or that you feel could be at the root of your behaviour (feel free to search online for inspiration).
- Without overthinking, use your intuition to pick out the ten most important values for you, and ask yourself what you think and do when you act in accordance with each value.
- Write these ten values in both the first line and the first column of a table.
- Compare these values two by two by determining which value in each pair is most important to you. Fill in the corresponding box with either a one or a zero.
- Add up the total for each value and keep the three with the highest total.
- Finally, ask yourself if the values you have retained correspond to your professional choice. If they do not, it is time to explore your options.

		Love	Listening	Freedom	Authenticity	Learning	Calm	Creativity	Attraction	Respect	Pleasure	Total
1.	Love	1	1	0	1	1	1	1	1	1	1	8
2.	Listening	0	1	0	0	0	0	0	1	0	0	1
3.	Freedom	0	1	1	0	1	0	0	1	0	0	3
4.	Authenticity	1	1	1	1	0	1	1	1	1	1	8
5.	Learning	0	1	0	0	1	0	0	1	0	0	2
6.	Calm	0	1	1	0	1	1	1	1	1	0	6
7.	Creativity	0	1	1	0	1	0	1	1	1	0	5
8.	Attraction	0	0	0	0	0	0	0	1	0	0	0
9.	Respect	0	1	1	0	1	0	0	1	1	0	4
10.	Pleasure	0	1	1	0	1	1	1	1	1	1	7

My three main values are:

1	Love
2	Authenticity
3	Pleasure

DEVELOP YOUR INTUITION

Go somewhere calm where you will not be disturbed and think about your choice. Focus on your breathing and relax. Call to mind a real or imaginary landscape that makes you feel calm and peaceful. Imagine yourself walking around this landscape, paying attention to the scenery and the feelings it inspires in you.

You have now arrived at a fork in the road with two, three or more branches. Each path indicates a possible alternative to your question, whether you are aware of it or not. Take the first path, paying attention to how you feel and noting all the details you imagine (atmosphere, weather, and so on). Ask yourself the following questions: where do you think this path will take you? Are there any obstacles? Are you alone, or do you meet other people on the way? What qualities do you need to follow this path?

When you have finished exploring, go back to the fork in the road and take the second path, following the same approach. When there are no more paths left to explore, go back to your initial landscape and relax for a moment. Think back over what you experienced by taking the different options and ask yourself which one brought you the most joy. If you were relaxed enough and paying enough attention to yourself, you should have a more or less clear idea of the path to take. Whether or not this is the case for you, finish the exercise by taking a few deep breaths and making a precise note of your impressions in a notebook. If you were not able to analyse your feelings deeply enough to make a decision, take some time to relax and start the exercise again.

(Exercise adapted from Sylviane Jung's article "L'intuition en exercice 4 : prendre la bonne decision" ["Intuition in practice 4: making the right decision"], 2011.)

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FURTHER READING

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