



Group Decision Tip

E-mailed every two weeks to help groups make good decisions

Our interests

In principle, good group decisions result when we consider our interests rather than just my interests. My instinct is often to go into a conversation, negotiation, group decision, with the goal of satisfying my own interests; getting what I want. The challenge is to go into a conversation not just looking out for my interests, but looking out for yours too. It's hard to consider what's in the best interest of two, or many, but then the result can be a win for many rather than some win and some loose.

Practical Tip: Make decisions with multiple interests in mind, not just your own. The first step is to fully understand the interests of others, in addition to understanding and honestly sharing your own. Ask, "What about this issue is so important? Why is this important? What are the underlying interests?" Good group decisions start with good listening and shared understanding, and they end with win-win.

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