

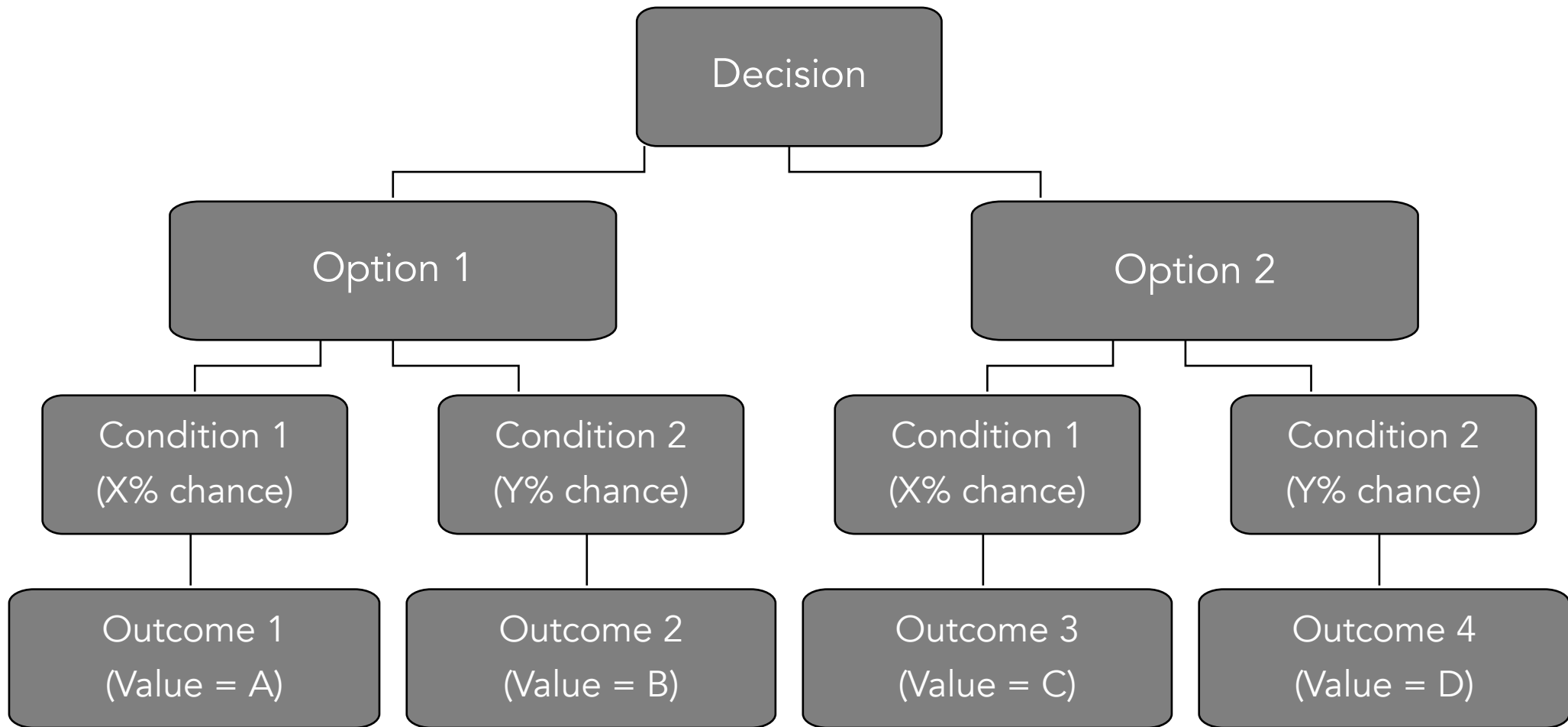
Decision Science for Bar Leaders: Workshop

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Protect yourself from undue influence.

- Control your decision.
- Ask “What do I need to know?” and “How knowable is it?”
- Look beyond your recollections.
- Beware of false connections. Ask, “How sure am I?”
- Know when you can and should break the norms.
- Know when it matters to express what you stand for.





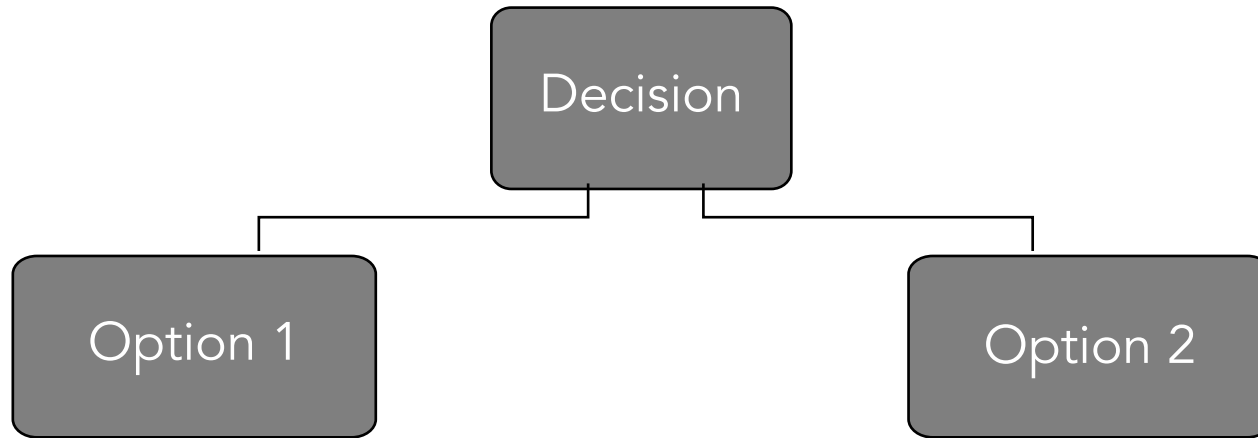
Your Big Decision

Should your state bar hire a communications expert to improve the public reputation of lawyers and judges?

Decision

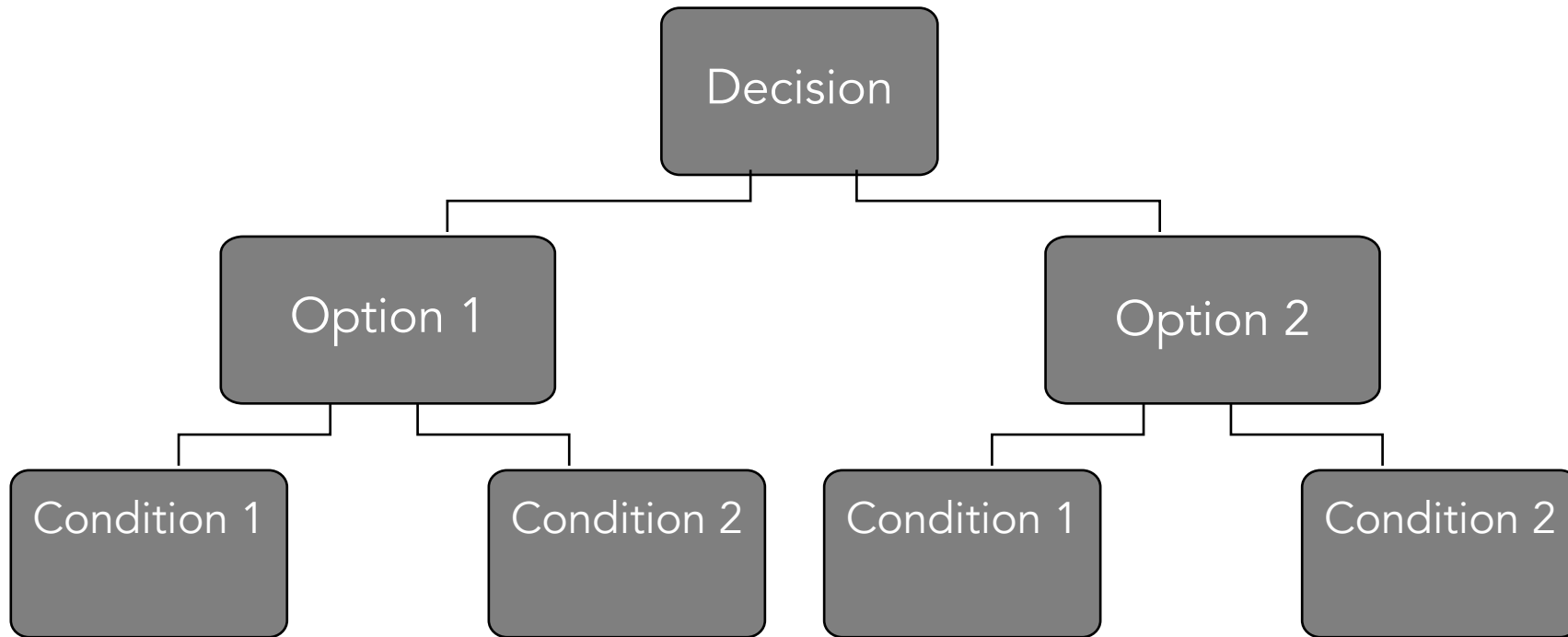
Should you use your gut, or take the time to think it through?

- How much time do you have?
- How serious would the consequences be if you got it wrong?
- How much “lock-in power” does this decision have (how reversible is it)?



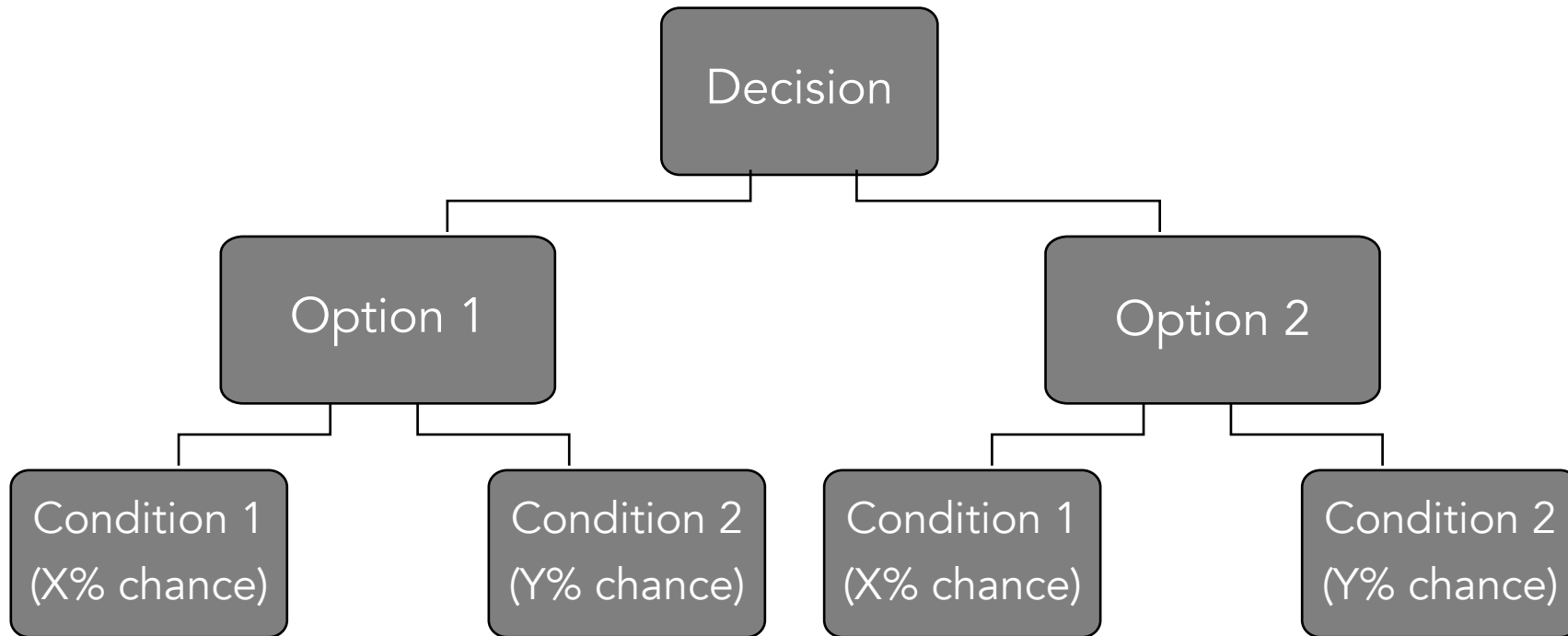
Assuming you're taking the time to think things through, do you have all the best options?

- Are you asking "what do I need to know" rather than "what do I know"?
- Are you relying on research to identify options, rather than only on what you see?
- Are norms unnecessarily influencing your list of options?
Can you buck the norms?



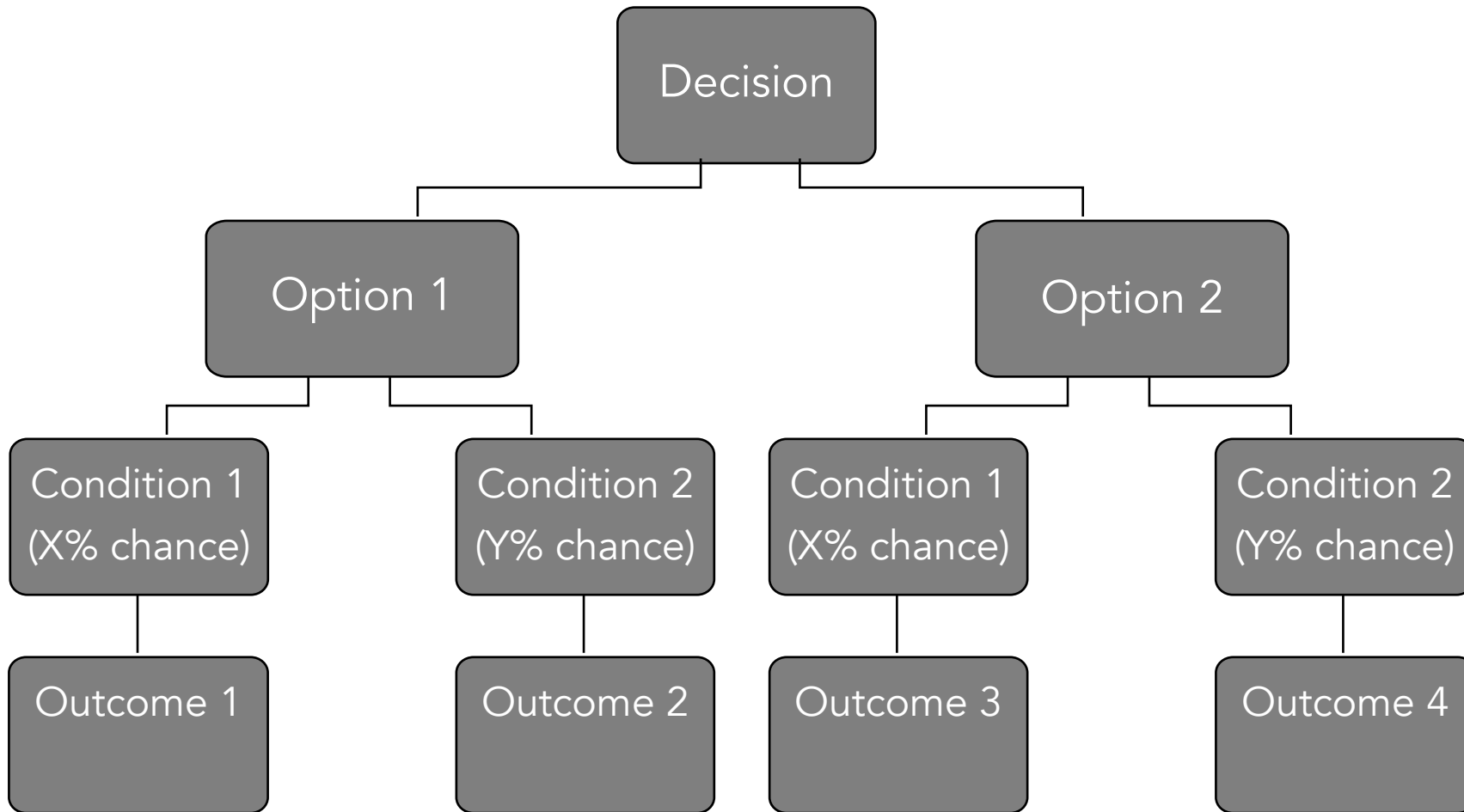
Are you predicting the right conditions?

- What information about the future can you realistically know?
- What information can't you know?



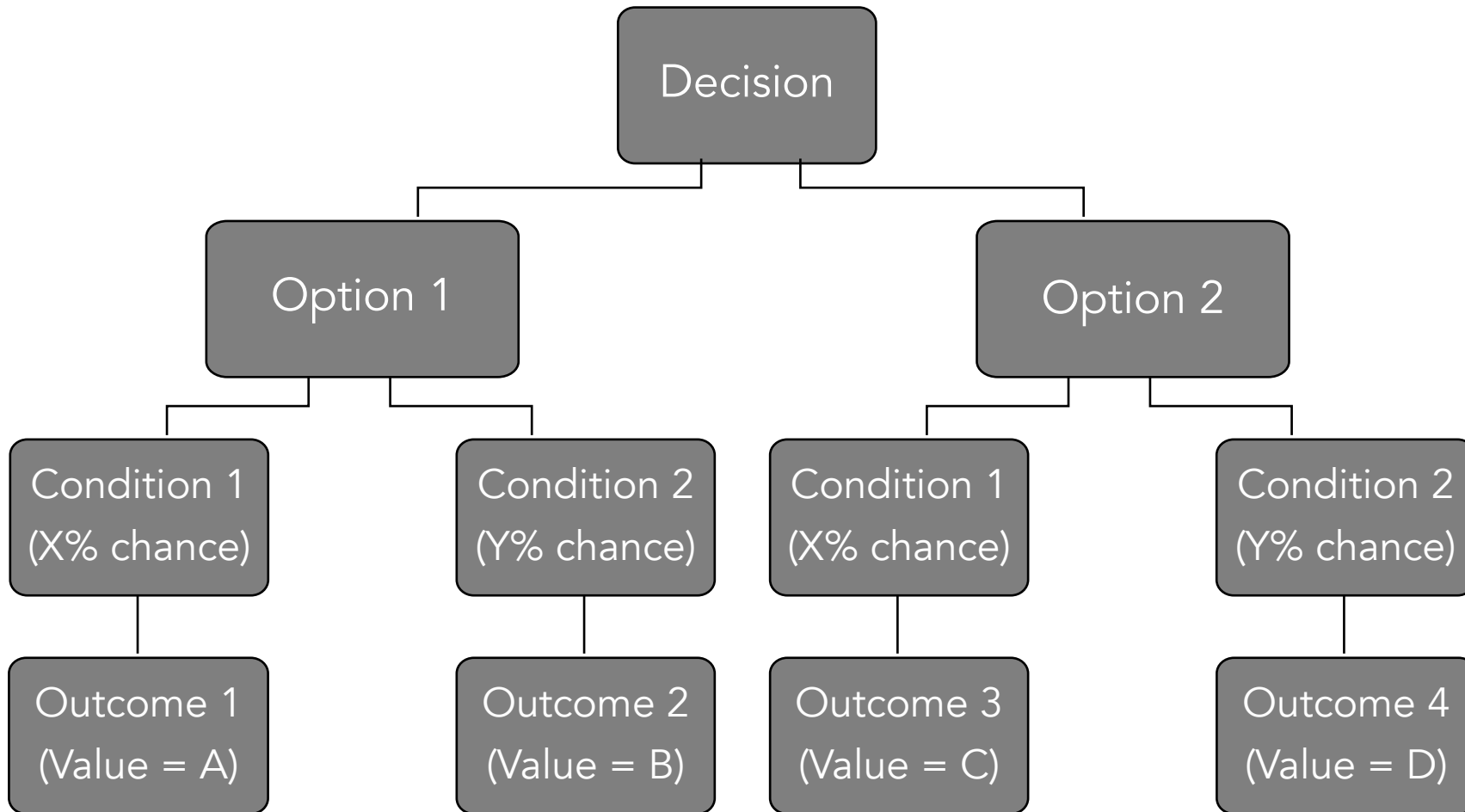
Are you estimating the right likelihoods?

- Are you considering objective evidence, and not just your memories, in estimating the likelihood of conditions?



Are you seeing the right causal connections between conditions and outcomes?

- Are the outcomes you predict based on evidence/ facts/ data or perception?



- Are you assigning the right values?
- Are you clear on how *you* value outcomes, versus how your social environment values them?
 - Are you being swayed by how others perceive who you are, or what you stand for?

Group Decision-Making

Are you sharing your genuine thoughts, or are you concerned about keeping the peace?

www.yournextdecision.com/workshop

Questions?

A rustic wooden sign with the words "THANK YOU." painted in bright yellow on a weathered wooden wall. The sign is made of two horizontal wooden planks. The word "THANK" is on the left plank and "YOU." is on the right plank. The background is a wall of vertical wooden planks, some of which are missing or peeling, revealing a lighter wood underneath. The scene is set outdoors with green grass visible at the bottom.

THANK YOU.

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