Go with Your Gut: Making Insightful Ethical Decisions in an Over-Thinking World

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Ethical Decisions

...not just about the data

Infotuition®
What’s it like to over-think an ethical decision?

1. Recognize Early Warning Signs

Taking too long
Harder than it has to be
We just need one more piece of information
We’ve been over this again and again

Nagging Feeling
2. Name the Nagging Feeling

What's bugging me?
What's not sitting right?
Why are you hesitating?
What holds me back?
What's the nagging feeling?

3. Dig In

“Why am I making this so hard?”

Threat
Be Nice

INSIGHTFUL LEADERSHIP

5
3. Dig In

Values
Experience
Style

Narrative
Let it go
Reframe

4. Make the Decision

“The nagging feeling goes away when I make the right decision.”
5. Implement the Decision

1. Recognize Early Warning Signs
2. Name the Nagging Feeling
3. Dig In to Resolve the Threat
4. Make the Decision
5. Implement the Decision
What is a knee-jerk decision like? What sets it off?

“Once we have an issue with conflict, you might as well count on losing about two or three days of any communication.”
**Threat Response**

- **Fight or flight**
  - Fast
  - Easy
  - Uses little energy

**Triggers**

- People
- Situations

**Triggers**

- Overthinking
- Knee-jerk
Triggers

Tired

Emotional

Somatic

Markers

Triggers

Somatic

Markers

Triggers &

Somatic

Markers
Your Somatic Markers

Triggers

Know it

Slow it

Fight Flight Freeze Appease

Remove from the Heat
Somatic markers

Triggers
Remove from the Heat

Stop, pause & leave
Relax your face
Ground
Count to 10

Probe it
Slow it
Know it

Don’t Blow it
Probe it
Slow it
Know it

“...pausing before I react and that’s had a significant difference...”

Incongruence

Compare to Baseline
Threat
In **fo**tuition®

Cognition Intuition

Variables

Few

Many

Cognition-Intuition Balance Model

"Aha! I've got it!"

...not *just* about the data
In fo tutio

You are always practicing

...and Recovering Over-Thinker

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