

Decision Process Imposing to Accepting

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Decision is the fulcrum for achievements in the process of Discussion, Decision, Drive, Determination and Destination. Decision is the transformation point. Decision provides direction.

How decisions are made is the key to build better and better organisations and people. Decision is the link between leadership, teams and people.

DECISION PROCESS

	Leader	Process	People		
IV	Accepting Excellence Vision	Partner	Accepting Decision	Partners	Transcending Spirit
		Mentor	Admiring Decisions	Masters	
		Path Maker	Inspiring Decisions	Leaders	
		Investors	Backing Decisions	Entrepreneurs	
III	Receiving Contributions Mission	Builder	Appreciating Decisions	Innovators	Transferring Intellect
		Facilitator	Facilitating Decisions	Contributors	
		Guide	Supporting Decisions	Endeavours	
		Encourager	Encouraging Decisions	Experimentors	
II	Getting Results Goals	Developers	Generating Decisions	Participants	Translating Mind
		Senior	Sharing Decisions	Colleagues	
		Employer	Informing Decisions	Employees	
		Chief	Giving Decisions	Implementors	
I	Taking Work Targets	Boss	Instructing Decisions	Assistants	Transporting Body
		Head	Making Decisions	Followers	
		Superior	Taking Decisions	Subordinates	
		Slave Driver	Imposing Decisions	Slaves	

These are 16 decision processes on the way to move from slave driving to partnering and from being slaves to being partners. Out of these 16 processes, four themes emerge:

- I. At “Taking Work” level people give their Hands. Occurs at physical level.
- II. At “Getting Results” level people extend their Hands and Heads. Occurs at mind level.
- III. At “Receiving Contributions” level people contribute their Hands, Heels and Heads. Occurs at thought level.
- IV. At “Accepting Excellence” level people offer their Hearts, Hands, Heels and Heads, which is offering their whole. Occurs at spirit level.

Then for people at physical level apply principles of “Taking work”. For people at mind level apply principles of “Getting Results”. For people at thought level utilise principles of “Receiving Contributions”. For people at spiritual level offer principles of “Accepting Excellence”.

***Rise from transporting to translating to
transforming to transcending.***