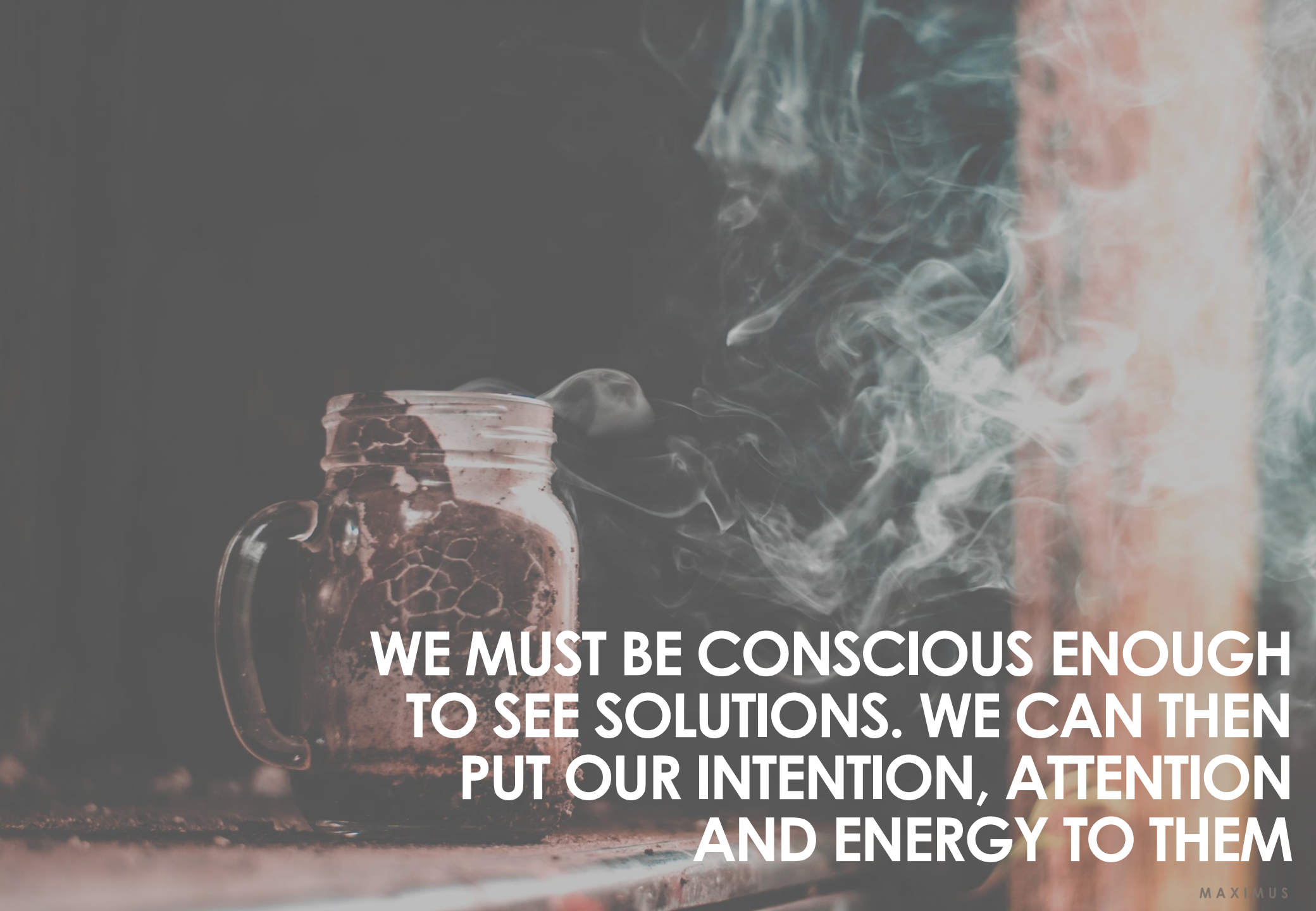




MAXIMUS

Bridging the Divide and Injecting Energy

A Livestream Event | Leadership Community

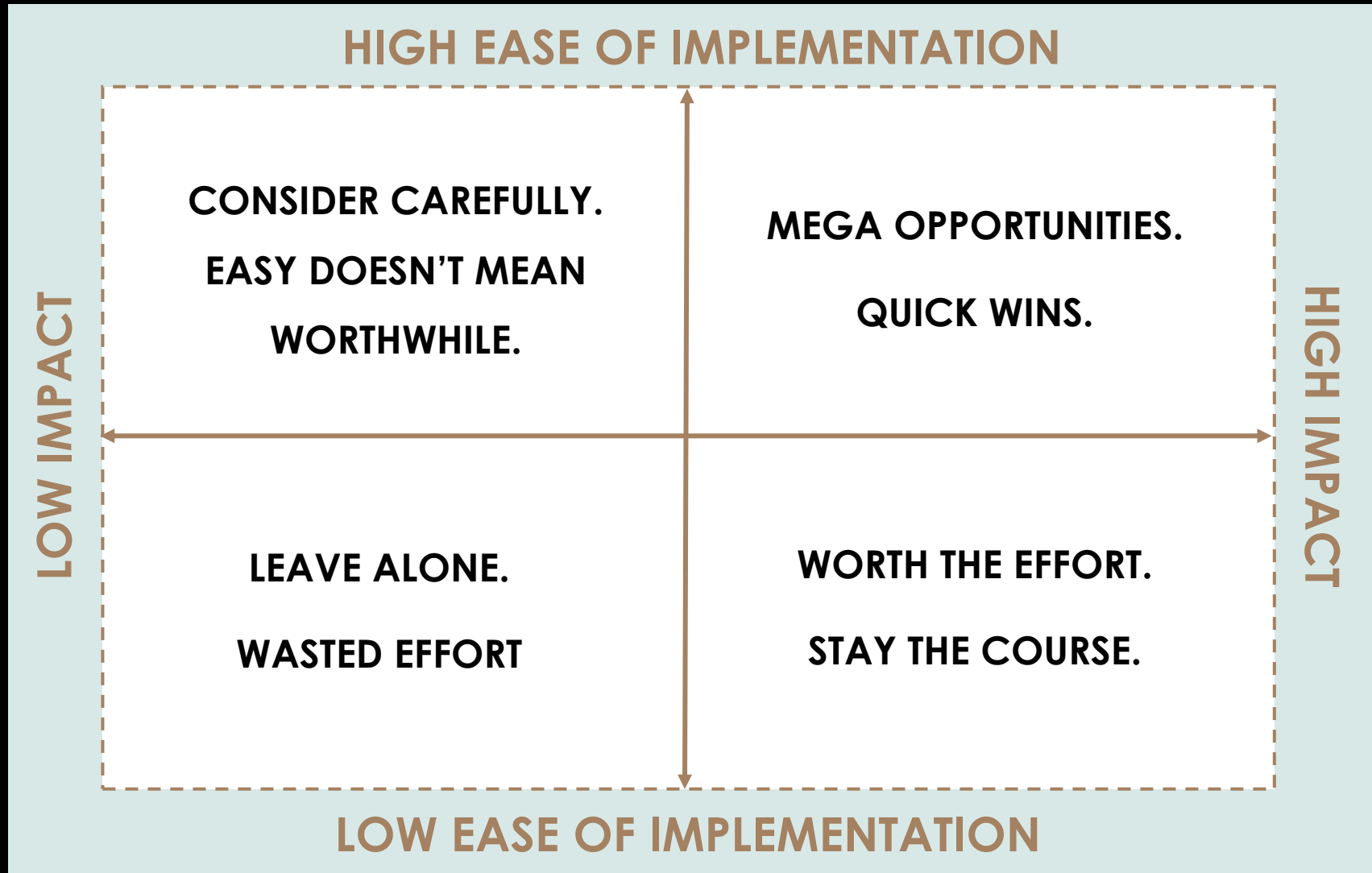


**WE MUST BE CONSCIOUS ENOUGH
TO SEE SOLUTIONS. WE CAN THEN
PUT OUR INTENTION, ATTENTION
AND ENERGY TO THEM**

TRIAGING DECISION MAKING

- 1. DEFINE THE CHOICES**
- 2. DETERMINE YOUR PACE**
- 3. MANAGE ENERGY IN THE SYSTEM**
- 4. MANAGE INDIVIDUAL ENERGY**

#1 DEFINE THE DECISIONS



THE ZONE

HIGH VALUE

“PATIENT EVOLUTION”

REDUCE THE TIME TO DELIVER VALUE
BY GETTING IT RIGHT FIRST TIME
CREATE CONDITIONS FOR GROWTH

“ACCELERATED VALUE”

RAPID SCALING
PROACTIVE AND REACTIVE VALUE CREATION

“MISDIRECTED FOCUS”

MISS THE MARKET
LOW COMPETITIVE ADVANTAGE

“LOST ENERGY”

WASTED FIRE FIGHTING
DECREASED VALUE AND ROI

LOW VALUE

LOW PACE

HIGH PACE



BREAK OUT DISCUSSION

How are you progressing with your decision making as you move through re-entry?

How can you use the lens of **acceleration vs patience** to increase the zone of effective decision making?



DEBRIEF

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**TIME IS A FINITE RESOURCE.
ENERGY IS ANOTHER STORY.**



1. PHYSICAL ENERGY

2. QUALITY OF ENERGY

3. FOCUS OF ENERGY

4. ENERGY OF MEANING

A black and white photograph of a man jumping in front of a brick building. The man is in mid-air, with his arms outstretched and a joyful expression on his face. The building behind him has multiple windows and fire escapes, creating a complex geometric pattern of lines and shadows. The overall mood is one of freedom and risk-taking.

**“THE BEST DECISION MAKERS, ARE THE ONES WHO
KNOW WHEN NOT TO TRUST THEMSELVES.”**

Dr. Roy F. Baumeister



BREAK OUT DISCUSSION

What are the signals that your decisions are compromised?



DEBRIEF

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COMBATING DECISION FATIGUE

1. Divide and conquer
2. Reduce unimportant, increase optimal
3. Share your decisions
4. Quiet over noisy decisions
5. Seek support
6. Iterate and pivot
7. The 40/70 Rule

$$\frac{dN}{dt} = \frac{1}{qV_{act}} - q_0(N-N_0)(1-\epsilon S)S + \frac{N_e}{T_n} - \frac{N}{T_p}$$

$$\frac{dS}{dt} = T_0 q_0(N-N_0)(1-\epsilon S)S + \frac{q_0 N}{T_n} - \frac{S}{T_p}$$

$$\frac{S}{P_t} = \frac{T_{cp} \lambda_0}{T_{act} \eta_{inc}} = \odot$$

$$S \leq \frac{1}{\epsilon}$$

$$N = 1$$

$$P_t = (m$$

“THE SCIENCE OF DECISION MAKING IS TO MAKE SURE THERE IS AN EFFECTIVE DECISION MAKING PROCESS IN PLACE. DECISION MAKING IS AN ART ONLY UNTIL THE PERSON UNDERSTANDS THE SCIENCE”

Pearl Zhu



THANK YOU

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