

What is it that drives your
decision making?

When making a decision, how do
you evaluate the outcome?

Why do
people

DO WHAT THEY DO?

Chuck Crawford - 2013

WHEN MAKING A DECISION...

ideally, trade-offs are evaluated
which are based on underlying principles
of an individual and the natural consequences

But what
influences
an individual's
decision?



principles

A PERSON'S PERSPECTIVE IS ROOTED IN THE INDIVIDUAL'S PRINCIPLES. THESE PERSPECTIVES GUIDE DECISION MAKING

It is an individual's
CHOICE
to make the decision

It is an individual's
RIGHT
to make the decision

It is an individual's
RESPONSIBILITY
to make the decision

This framework **is not** suggesting
right or wrong,
positive or negative,
good or bad.

This framework **is** trying to
illustrate the underlying
principles that are being used to
make a decisions by individuals.

An Individual's - Choice

Altruistic *versus* *Egoistic*

al·tru·is·tic

Unselfish concern for the welfare of others;
selflessness

e·go-is·tic

limited to or caring only about yourself and
your own needs



An Individual's - Responsibility

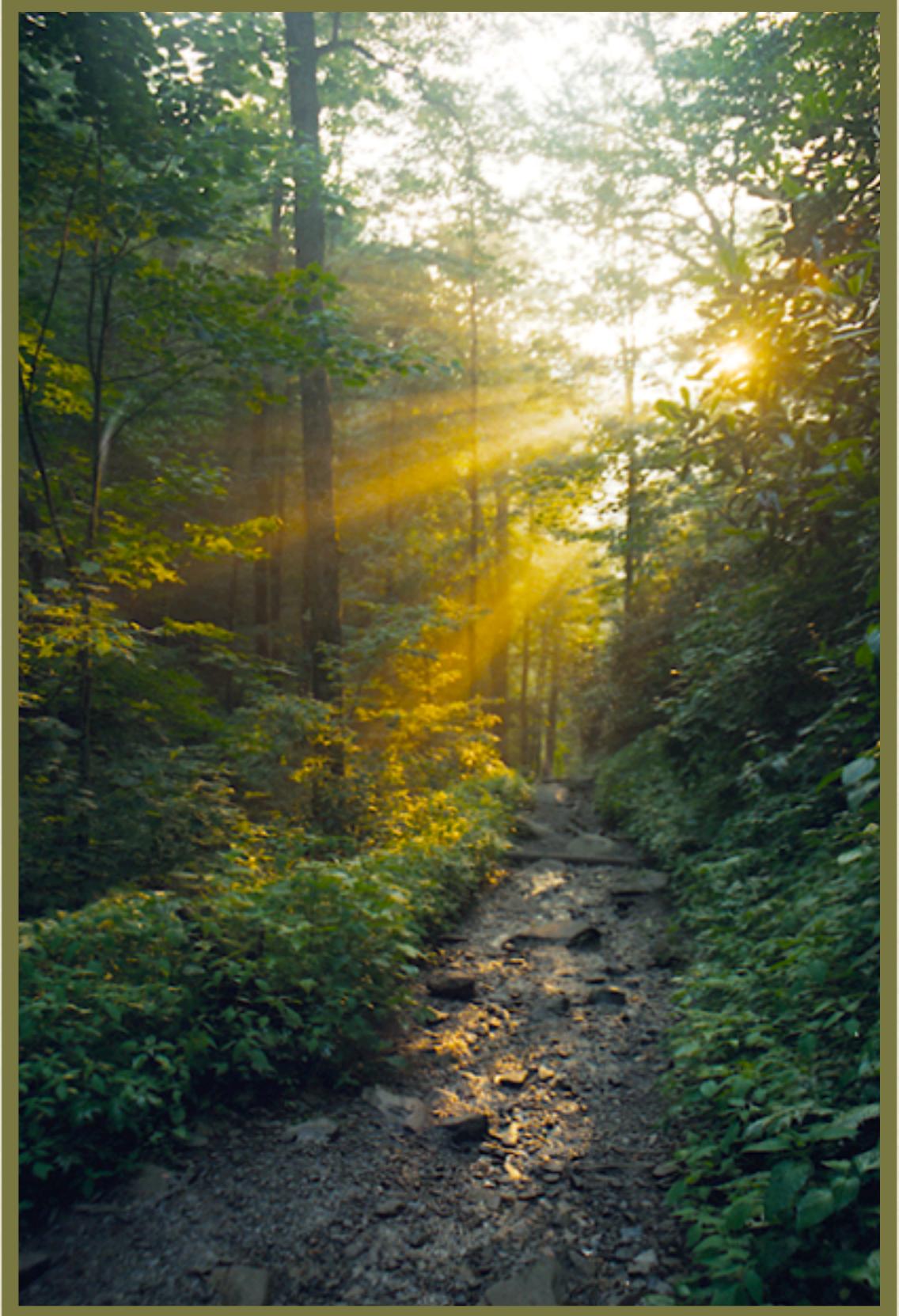
Steward
versus
Warden

stew·ard

manage or look after (another's property)

war·den

a person responsible for the supervision of a particular place or thing or for ensuring that regulations associated with it are obeyed



An Individual's - **Right**

Egalitarianist

versus

Utilitarianist

versus

Objectivist

e·gal·i·tar·i·an·ism

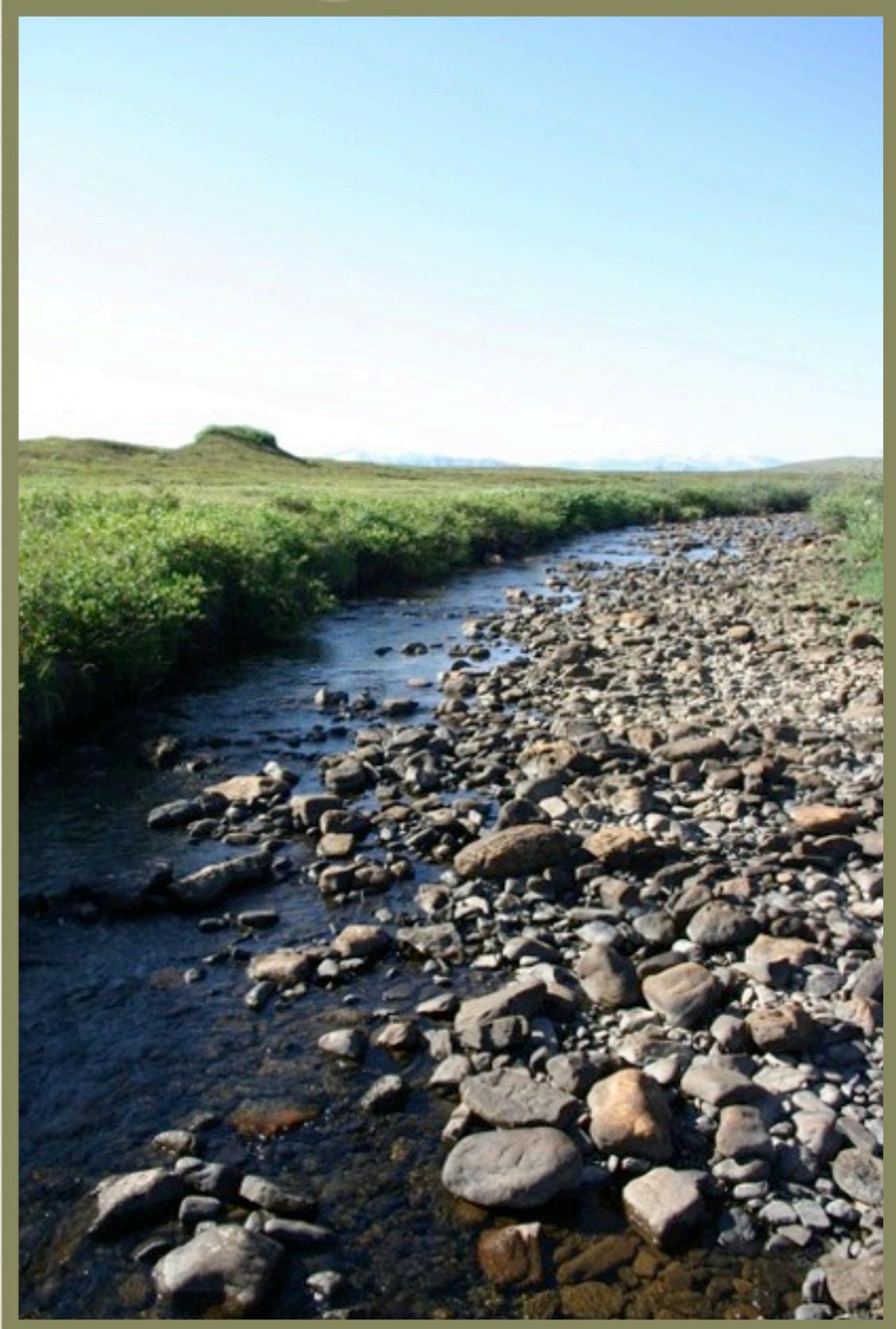
Affirming, promoting, or characterized by belief in equal political, economic, social, and civil rights for all people.

u·til·i·tar·i·an·ism

actions are right if they are useful or benefit the majority

ob·jec·tiv·ism

reality exists independent of consciousness; proper moral purpose is the pursuit of one's own happiness



HOW WILL YOU BE
MAKING DECISIONS?

WHAT DO PEOPLE SEE
IN YOUR DECISIONS?