

CRAIG GROESCHEL

LEADERSHIP PODCAST



147: 8 HABITS OF GREAT DECISION MAKERS, PART 2

EPISODE NOTES

Thank you for joining the *Craig Groeschel Leadership Podcast*! The future of your leadership will be determined by the quality of your decisions. In part two, Craig outlines the final three factors of great decision makers. If you want to strengthen your decision making, apply these factors.

6. Trust the data and trust your gut.

These sound contradictory on the surface, but after diving deeper you'll discover that the data and your gut can complement each other.

Your emotions lie to you all the time. To overcome this, become extremely familiar with your numbers.

“As leaders, we must ruthlessly guard against emotional responses.”
—Craig Groeschel

How do our emotions lie to us? Through cognitive biases.

A cognitive bias is a systematic error in thinking when your brain wrongly filters information through your personal experiences and preferences.

Here are three common cognitive biases that hold leaders back:

1. **Confirmation Bias:** The tendency to search for and interpret information in a way that confirms your previous preconceptions.
2. **Status Quo Bias:** When you prefer what's known over the unknown even when the alternative options are objectively better.
3. **Anchoring Bias:** When you place too much weight on the first information you received about the subject.

To overcome cognitive biases, get the right information to make the right decisions. Do this by studying the data and asking your team questions.

Once you've studied the data, trust your gut.

Trusting your gut is more scientific than you would expect.

Your gut is constantly doing three things to help you know what the right call is. Your brain ...

1. Recognizes patterns.
2. Connects experiences.
3. Processes subconsciously.

By intuitively doing these things, your gut can make wise decisions.

7. Pre-decide as many decisions as possible.

One of the greatest enemies of making quality decisions is making too many decisions.

As the volume of your decisions increase, the quality of your decisions decrease.

This is why you can make wise decisions all day at the office, but then go home and eat irresponsibly or yell at the ones you love most.

What's the solution? **You pre-decide.**

You will decide now what you will do later.

Tell yourself this:

When faced with _____, I have pre-decided to _____.

When you do this, you're automating your decisions.

To do this, start with your values. Here are a few questions to help you determine what you value, and what pre-decisions you need to make:

1. Are you primarily people-focused, or task-driven?
2. Are you primarily competitive or collaborative?
3. What qualities do you admire most in others?
4. What do you do that makes yourself most proud or fulfilled?
5. How much creative time do you need? What times will you block off on your calendar for it?
6. What meetings will you say yes to? Which ones will you decline?
7. Who are the leaders that you want to invest in? How will you do it?
8. Are there times that you absolutely will not work? Weekends? Evenings?
9. Do you want to invest in experiences or things?
10. How will you manage your personal finances?
11. What types of food will you eat? What will you avoid?
12. How important is exercise to you?
13. How will you invest in your relationships?
14. How much time are you willing to spend on social media, television, or video games?
15. When other people talk about you, what do you want them to say?

When your values are clear, your decisions are easy.

Let your answers to these questions determine your pre-decisions.

8. Do what's right and trust God with the results.

As a leader, you're going to have some very difficult decisions to make.

Whatever you decide will impact you, your family, your team, your organization, and your community.

You can make your decisions, but you can't control the outcome.

So what do you do? Do your research, seek advice and wisdom, pray, and then make the decision and trust God with the results.

*“You can make your decisions, but you can’t control the outcome.”
—Craig Groeschel*

Discover Your Decision-Making Style

There’s so much to cover on the subject of decision making that I needed a full extra episode for one specific element. And because you’re part of our leadership community, you get exclusive access to it.

In this brand-new teaching, we’ll discover five types of decision makers and how you can identify your dominant and secondary styles.

Get the bonus episode here: <https://go2.lc/LGDecisionStyle>

DISCUSSION QUESTIONS

Here are exercises you can do to grow as a leader—ask yourself and your team these questions:

1. How well do you currently know your organization's key metrics? Are there metrics you need to study more? Take some time to study them today.

2. When was the last time you knew you needed to trust your gut? What happened?

3. What are two to three pre-decisions you can make today? Use the list of value questions in point two to help you write out your new pre-decisions.

THINK AHEAD

People often ask how I consistently make disciplined decisions. The answer? I make as many decisions as possible **ahead of time**. By doing this, I save time and decision-making energy.

There's an entire framework behind how I do it and I outline it in my latest book, *Think Ahead*. The book releases on February 20, but I'd love to invite you to preorder it today and get access to exclusive bonuses here: <https://go2.lc/LGTA>

PODCAST RESOURCES

- More from Craig: www.craiggroeschel.com
- Download Leader Guides: www.life.church/leadershippodcast
- Subscribe on Apple Podcasts: www.go2.lc/cglpitunes
- Subscribe on YouTube: www.go2.lc/cglpyoutube
- Free Church Resources & Tools: www.life.church/churches
- Related episodes:
 - 8 Habits of Great Decision Makers, Part 1: <https://go2.lc/LG8Decisions1>

CONNECT WITH CRAIG

- Ask questions: www.craiggroeschel.com/connect
- LinkedIn: <https://www.linkedin.com/company/craiggroeschel/>
- Facebook: www.facebook.com/craiggroeschel
- Instagram: [@craiggroeschel](https://www.instagram.com/craiggroeschel)

THREE KEYS TO SHARPEN YOUR LEADERSHIP

Craig hand-picked three episodes designed to help you build a strong leadership foundation. You'll learn practical ways to influence your leaders, manage your time wisely, and improve how you communicate. Head to www.go2.lc/threekeys to get the episodes and leader guides sent right to your inbox.

LEAVE A REVIEW

If this podcast has made you a better leader, you can help share it by leaving quick Apple Podcasts review. You can visit Apple Podcasts (www.go2.lc/itunes-cglp) or on your iOS device and then go to the "Reviews" section. There, you can leave a star rating or click on "Write a review" to share something you've gotten out of this podcast. Thank you for sharing!

THE 8 HABITS OF GREAT DECISION MAKERS

#1: Avoid “either-or” scenarios.

As often as you can, expand the options. There are rarely ever only two options when people bring two options to you.

#2: Decide when you’re going to decide.

If you’re going to procrastinate, procrastinate on purpose. Actively and intentionally hold your decisions for a designated decision time.

#3: Become your own personal advisor.

Pretend you’re advising someone else about the decision you’re trying to make.

#4: Delegate as many decisions as possible.

If you don’t delegate decisions, you won’t develop leaders. If you’re the only one who can make important decisions, your need to control will become your greatest limiting factor.

#5: Increase your tolerance for mistakes.

You can’t grow anything if you don’t take risks. And if you want to take risks, you must tolerate mistakes.

#6: Trust the data and trust your gut.

Study your data. Know it like the back of your hand, and then trust your gut.

#7: Pre-decide as many decisions as possible.

As the volume of your decisions increase, the quality of your decisions decrease. Decide now what you will do later.

#8: Do what’s right and trust God with the results

If any of you lacks wisdom, you should ask God, who gives generously to all without finding fault, and it will be given to you. -James 1:5