

Want to develop your intuition to help you make bolder decisions?

Flash versus Blink

It's an open secret that good ideas come to you as flashes of insight, often when you don't expect them. It's probably happened to you—in the shower, or stepping onto a train, or stuck in traffic, falling asleep, swimming, or brushing your teeth in the morning.

The fog clears and you see what to do. It seems so obvious. A moment before you had no idea. Now you do.

AHA

This is the key element in some of the greatest achievements in human history:

- How Bill Gates founded Microsoft,
- How Picasso found his style,
- How the civil rights movement finally succeeded,
- How the Google guys conquered the Internet

Ordinary intuition is a form of emotion: feeling, not thinking.

Strategic intuition is the opposite: it's thinking, not feeling. A flash of insight cuts through the fog of your mind with a clear, shining thought. You might feel elated right after, but the thought itself is sharp in your mind. That's why it excites you: at last you see clearly what to do.

Some questions to get you thinking?

How often do you rely on 'tried and tested' ideas? Where could you be bolder in your decision making and explore more creative options?

Do you regularly review the decisions you make so as to learn more about the successes and mistakes?

In which decisions that you make do you consider yourself the 'expert'? In these cases to you allow yourself to follow your gut and go for the decision?

Is all the data you use to make decisions relevant? What is the most useful?

Do you ever feel the need to 'be right' in certain situations or with certain people? What would it take for you to let go of that need?

Where else could you look to gain inspiration, knowledge and expertise that might help you make bolder decisions?

Some ideas to get you started

Use a structured process when time allows - This will provide a framework for capturing and learning from previous decisions. It will also guard from errors that can occur when using intuition.

Listen better - Improved listening will ensure getting more of the situational information. The better formed the pattern, the more likely that intuition will provide a solution well matched to the problem.

Communicate - The reasoning behind your intuition can sometimes be made explicit through discussion with others.

Increase experiences - Try new things. Patterns develop from experiences. More experiences will create and shape successful patterns.

Consult others - Get feedback and validate that your decision seems reasonable. Also, pay attention to disconfirming assessments.

Use decision making games - Games simulate life and provide a low risk environment to develop the patterns that can improve intuition.

Learn through repetition in different environments - Repetition in different emotional environments will help improve the consistency of intuitive decision making.

Learn to recognise and interpret your emotions - Emotions provide signals of previous patterns and experiences.

Examine beliefs - Are they based on reliable facts and evidence?

Start journalling - jotting down your experiences can help to pinpoint patterns and deepen understanding

Situational assessment and case studies - Used in business and the military (e.g., After action reviews), studying previous outcomes with a focus on the decision making processes will help build patterns for intuition.