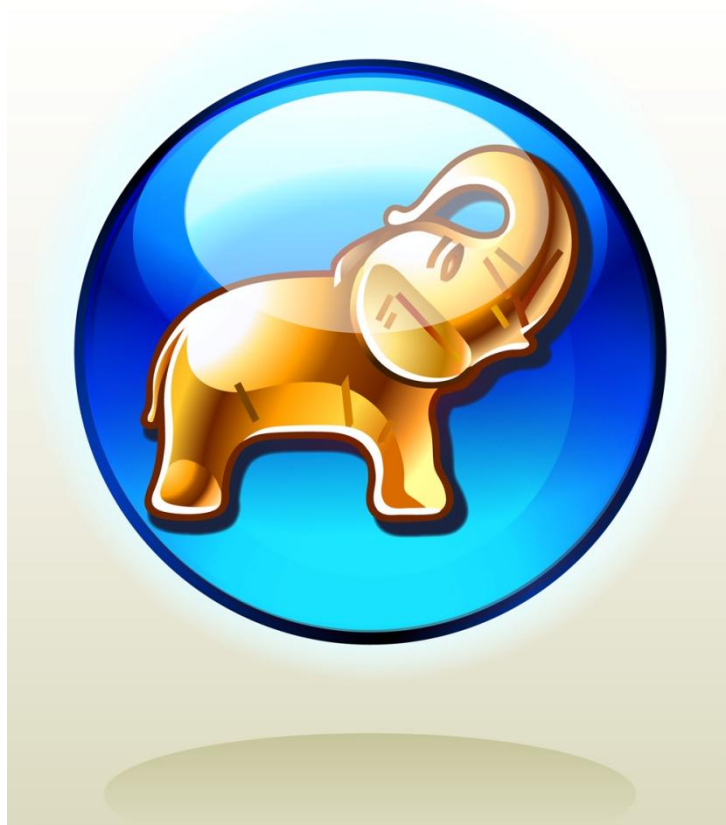


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Decision Time

Prioritize and choose your No 1 want



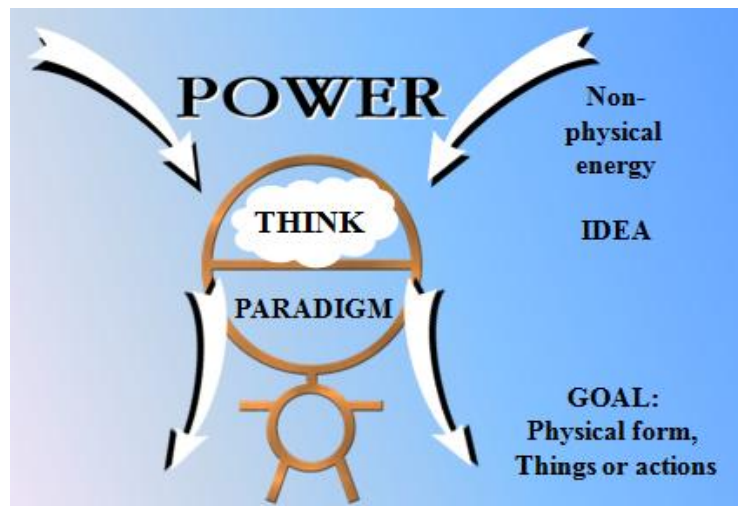
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One Source of Supply

There is one single source of supply. This power, this energy is forever flowing to and through you; whether you like it or not, whether you utilize it consciously or not.

With your intellectual faculties you can select what form of thought you want to create. Your paradigm dictates what your bodily reactions are and what type of results you are getting.

1. On a first level you could say that the energy is non-physical,
2. Then on a second level it turns into an idea.
3. On the third level it takes physical form: things or actions



You must understand that you already have, in substance if not in physical form – all that is necessary to produce any result in your life.

When you know your purpose, your No 1, you can work with your paradigm to optimize it to your benefit, thus letting the thought form trigger proper emotions in your subconscious mind, which triggers your body off in a vibration which moves you towards your desired results.

Democratic resource

There is one resource that is absolutely democratic. We all have ten thousand eighty (10 080) of it, every week.

- What are those 10 080? _____

Imagine that this jar represents your week and you are constantly filling it with activities of different value and importance for you.



Let the activities be represented by sand, pebbles and stones.

We can all agree that sleeping is a mandatory activity for well-being and health, not to speak of results of any consequence. Let's say that you spend three thousand of the ten thousand eighty, sleeping. What about the rest? Which of all your Wants do you want to direct your available time to?



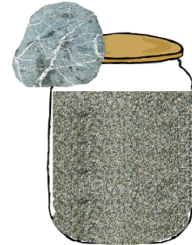
Cause the thing is, your jar gets filled, whether you actively choose or not. Time is not manageable.

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If you haven't settled your priorities, then your jar is going to fill quickly with all the urgent things, plus all what you habitually do without thinking.

Time is not manageable, there is no such thing as Time management, its a ridiculous concept since time will not let itself be managed. Activities can be managed, time can not. And managing activities is done by knowing your priorities and making active decisions. Again and again and again.

- If you fill your jar to the rim with sand and pebbles, will there be any space left for the stones?



When its time to do the important thing, perhaps it is the long term strategic activity you have got to plan, or perhaps it is some thing you have promised to do for someone close and important to you, your spouse, your kid or perhaps an aging parent with no means of doing it themselves. They have put all trust in you and waited patiently. Now the deadline is here and you need to complete it, and when the important things should be done, there is often no room left in the jar.

If you on the other hand secure space for the stones and pebbles first, there will be plenty of room for a lot of sand as well.



Design or Default?

How do you prefer your weeks? Do you want to create your weeks: Per Default? Or per Design?

How do **you** prefer to **create your** life?

- Per Default?
- Per Design?



How to choose your Number 1 Want?

Robert Schuller said: "High achievers spot rich opportunities swiftly, make big decisions quickly, and move into action immediately."

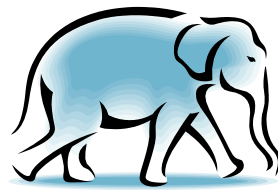
I would say that it is so, because the high achievers all know, consciously or subconsciously what their main goal in life is. That makes it easy for them to set priorities and to take decisions accordingly. Or as Mary Morrissey told me to assess every major decision by the measure: Will it move me in the direction of my purpose? Will it give me pleasure? Will it give me peace?

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Yeah, and now you are to select your measure stick, against which you can measure everyday decisions. How to select the right one?

"All who have accomplished great things have had a great aim; have fixed their gaze on a goal which was high, one which sometimes seemed impossible." Orison Swett Marden, 1850-1924, Writer, Physician, Hotel Owner and founder of Success Magazine

How do you eat an elephant?



I put the question to my children at 4, 6 and 8 years age. They answered differently, all of them:

- "It's too big!
- I don't know...!
- With a knife and fork..?

Many grown ups answer similarly.

And look at yourself now. I don't know what it is that you want most of all, nor what you strive for. You may strive for wealth, better health, happiness, peace on earth, a house for your growing family, or expressed satisfaction from your parent, perhaps all of them? Becoming a fantastic artist or sportsperson, or solving the world's most challenging mathematical problem. But which is the no 1?

You have now a HUGE list of priority Wants, as long as the Santa's wish list at the North Pole. How shall you go about selecting which one of these is your No 1 want?

So need a method to make a decision, let us examine a couple of them.

Decision making

One common denominator of successful people is as we have said before that they are quicker to make decisions and they stick with them.

There are many ways to reach a conclusion, and different methods are suitable for different purposes. I will here discuss some of the more commonly used in this type of situation:

- many competing alternatives,
- priorities are undefined.

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There are huge amounts of information about different decision methods on the net. You benefit from learning more than one way of making decisions.

Some methods of decision are:



Flipism: You could for example make a random decision. Flip a coin or you simply select one out of a number of choices at random. You could make a paper with 30 segments, close your eyes and put your finger on the paper. The number corresponding to your goal would be your No 1 goal.



Satisficing: Combining *satisfy* with *suffice*. You go through alternatives, one after another until you find one that is good enough for the criteria you have chosen. Finding the first that's good enough.



Just follow orders from some authority figure. A huge amount of people are fulfilling the dreams of their parents, or their first boss.

Would you feel satisfied with any of those methods of selection? _____

You also could use for example:



Divination of some form: Prayer, Tarot, Astrology, Revelation...



Pros & cons: "Pros" are the primary positive aspects of an idea, process, or thing; "Cons" are the primary negative aspects. Compare the costs and benefits of all alternatives.



Grid Analysis, the simplest form of Multiple Criteria Decision Analysis (MCDA). Sophisticated MCDA can involve highly complex modeling of different potential scenarios, using advanced mathematics. A lot of business decision making, however, is based on approximate or subjective data. This often applies to your personal life too. Where this is the case, Grid Analysis is often more than sufficient.



Divide and conquer: Divide the problem in smaller parts, which can be managed and decided individually, by whatever method.

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Paired Comparison Analysis: This is related to the divide and conquer. You take the first alternative and compare it to the next. Keep the best and throw the worst. Compare the kept one with the next in line. Keep the best. Move your way through the list. In the end, you will have selected the best one of all.

We will use Divide and conquer and Paired comparison analysis on your wants, so they will be described further in the exercise.

Divide and conquer

Divide and conquer is a method of structured decision making, often said to come from Julius Caesar who said:

– **Divide et impera! Divide and conquer!**

Sometimes this phrase is attributed to Philip II. He was the king of Macedon (382-336 BC), describing his policy toward the Greek city-states.



Figur 1: Julius Caesar

In politics, divide and conquer refers to a strategy of gaining and maintaining power based on the fact that many smaller opponents are easier to manage than one larger one.

The divide and conquer strategy includes:

- breaking up power alliances into smaller chunks that are easier to subdue/manage
- preventing small power groups from linking up and becoming more powerful

Used efficiently, this technique allows those with more limited power to control those who would have had a lot more influence used collectively.

I came across this method during my university period when studying for my Masters degree, as a method of solving computer problems. Afterwards I have wondered many times how much more I could have accomplished in my early life, had I used this principle consequently earlier.

So back to the question I put to my kids: By now they have learnt how. The elephant has to be divided into smaller pieces to become edible.



Figur 2: Divide and Conquer

Grind it small enough and you can literally even eat the elephant's tusk!

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Expanding your vision – Visual Acuity

I have borrowed this powerful exercise about Visual Acuity from Steve G. Jones. This exercise is designed to make you aware of the impact your thoughts have on your ability.

- A. Take your index fingers and place them alongside each other, in front of you and pointing upwards.
- B. Now move the hands to each side so that the fingers slowly move them out, to the edge of your peripheral vision. Is this really the edge of your peripheral vision? If you would move them further would you lose them out of sight? Then take your hands down and relax.
- C. Now prepare with eyes closed. I want you to tune in to your visual power. Recall a time when you were watching something really emotional. A movie, newborn child etc. I want you to visualize that your vision becomes stronger. That your vision becomes clearer. And I want you to imagine that you have the ability to see a little more. To see a little further to the sides of yourself.
- D. Then open your eyes again.
- E. Take your fingers up again and place them alongside each other, in front of you and pointing upwards.
- F. Now move the hands to each side so that the fingers slowly move them out, to the edge of your peripheral vision. To the point that if you would move them any further, they would disappear.



So, what difference did you notice? _____

In almost all cases, this exercise is a very direct proof of how much power you have over your senses, and essentially, that they are put on hold, unless you allow them free space in full trust.

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Divide your decision making into edible chunks

Divide et impera

So now I suggest you use Divide and Conquer to divide your huge pile of wants into more manageable piles.

Go back to the previous workbook from module 7 - Expansion Beyond Belief. Take your list of 30 wants, and mark each of your wants according to:

- A. Highest priority goals (Most important)
- B. Priority goals (Important)
- C. Least priority goals (Least important)

Place the priority lists in the tables in the following chapters in this workbook.



Having done that, you can use the **Paired Comparison** method to make an internal prioritization of the goals in each table. Mark it with a

number in the right hand column in each table;

- 1 for highest priority and
- 10 for least priority.

Have fun!

NOTE: You might want to recall the Wheel of Life exercise you did in the first module. That was how satisfied in different areas of life you started this journey. You may choose to update your Wheel of life before starting the prioritization. Shade it from inside out, to the level of your satisfaction.

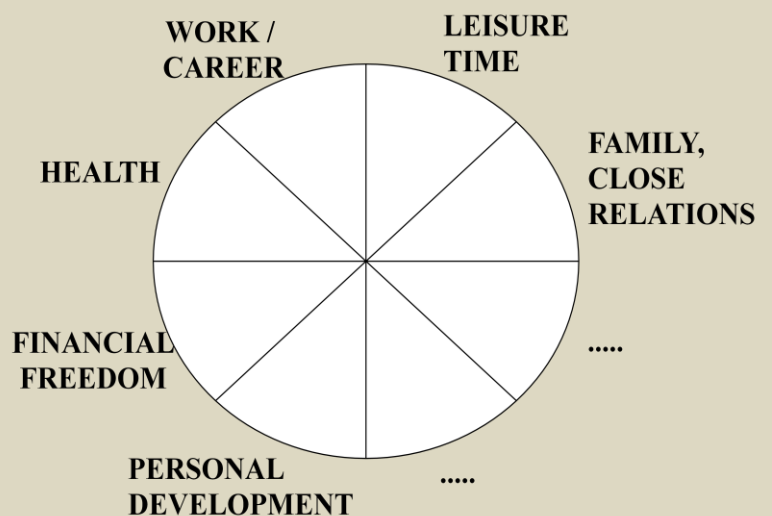


Fig: Example of areas of life

DATE: _____

NAME: _____

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Highest prioritized WANT:s

*"You can't base your life
on other people's expectations."*

Stevie Wonder

Here you fill in the 10 most important of your wants, out of your 30 list.

| No. | WANT | Internal order (1-10) 1=highest |
|-----|------|---------------------------------------|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |

**Believe and
your belief will
create the fact.**

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Priorited WANT:s

Here you place the 10 priority wants:

| No. | WANT | Internal order |
|-----|------|----------------|
| 11 | | |
| 12 | | |
| 13 | | |
| 14 | | |
| 15 | | |
| 16 | | |
| 17 | | |
| 18 | | |
| 19 | | |
| 20 | | |

*It doesn't matter which side of the fence
you get off on sometimes.
What matters most is getting off.
You cannot make progress
without making decisions.*

Jim Rohn, Author

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Least prioritized WANT:s

"More than anything else, I believe it's our decisions, not the conditions of our lives that determine our destiny."

Anthony Robbins, Author and Speaker

Here you place the 10 least priority wants:

| No. | WANT | Internal order |
|-----|------|----------------|
| 21 | | |
| 22 | | |
| 23 | | |
| 24 | | |
| 25 | | |
| 26 | | |
| 27 | | |
| 28 | | |
| 29 | | |
| 30 | | |

Well done!

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Paired Comparison Analysis

In Paired comparison analysis you compare each want, with the next one in line: Which is most important? Then you keep the most important, marked temporarily with 1. Compare the kept want, with the next one in line: Which is most important of the kept one and the next one in line?

Continue the comparison 2 and 2 all the way down. You should have only one Number 1 Want left in the table.

Then you redo the exercise on the remaining 9 wants, leaving the chosen no 1 aside. In this round you mark each best choice with 2 instead of 1.

So you will run this exercise 9 times on each table, leaving with an excellent priority list of 30 wants.

| HIGHEST PRIORITY WANTLIST | |
|---|----------------|
| Want | Internal Order |
| X % increased income this year | 1 |
| New car | |
| Get a certificate in Book keeping | |
| Secure funding for college for your kid | |
| House purchase, with a garden, before next summer | |
| Start a course in self development | |

Most important? →

→

Example:

Look at the example in the picture. Take a pencil and start comparing the want in the highest priority want list: two and two. Which is most important of the first two wants?

5 % increased income this year or a new car? OK, the increased income.

Mark it temporarily with a 1.

Compare the kept want, with the next one in line: Which is most important of the kept one and the next one in line?

5 % increased income this year or getting a new certificate in book keeping? Getting a certificate it is, thus you can make perhaps 6-7% increase.

Cross out the first 1 and mark the certificate want with a new number 1.

Compare the kept want, with the next one in line: Which is most important of the kept one and the next one in line?

Getting a new certificate in book keeping or Securing college funding? Securing college fund is very important, however you are certain you

| HIGHEST PRIORITY WANTLIST | |
|---|----------------|
| Want | Internal Order |
| X % increased income this year | 1 |
| New car | |
| Get a certificate in Book keeping | 1 |
| Secure funding for college for your kid | |
| House purchase, with a garden, before next summer | |
| Start a course in self development | |

Most important? →

→

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can do it by getting the certificate, which will also give you a better position in the marketplace. So, you stay with your no one at certificate for book keeping.

Continue the comparison 2 and 2 all the way down.

Then you should have only one Number 1 Want left in the table.

Now I want you to redo the exercise on the remaining 9 wants, leave the chosen no 1 aside.

In this round you mark each best choice with 2 instead of 1.

Do the same thing on the Priority table, and thereafter on the Least Priority table.

So you will run this exercise 9 times on each table, leaving with an excellent priority list of 30 wants.

**In every success story,
you find someone
who has made
a courageous decision.**

Peter F. Drucker

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Homefun until next time

You maximize your investment in this course by doing the homework in between sessions. This time I encourage you to:

- 1) Finish the exercises in this workbook!
 - a) Divide your 30 Wants into 3 groups: Divide and conquer!
 - i) Highest priority goals (Most important)
 - ii) Priority goals (Important)
 - iii) Least priority goals (Least important)
 - b) Prioritize each group of Wants, e.g. using Paired Comparison Analysis.
 - i) 1 for highest priority and
 - ii) 10 for least priority.
 - c) Choose your No 1 want
 - d) Pat yourself, well done!
- 2) Watch the video or listen to the audio again. Preferably daily.

**Don't complain of
lack of time
when lack of decision
is the main problem.**