

## 119 / Decision Making

Friends, Today I would like to share my mind on **Decision Making Process and its importance**. I also wish to give few Tips and share the approach for mastering the decision making skill. Some people are bestowed with this skill/ talent since birth. Some acquire by observation while growing up. But no need to dishearten. **The decision making skill can still be acquired if you have the strong will and basic common sense.**

**Decision making is not only the prerogative of management.** In fact, all of us take decisions day in day out, irrespective of age, education, wealth, sex etc. **I am sure that you will get surprised with this observation.** But just think quietly and then you will agree with my remark.

**Our daily schedule or daily chores is nothing but the series of decisions taken and followed religiously day in & day out.** e.g. getting up at say 5 am, going for a morning walk, taking cold water bath, eating breakfast, catching a particular train or bus for going to office, reading, relaxing etc. etc. These decisions are taken by us considering some of the decisions thrust on us such office timing / considering the information available such as travel time required to reach the office etc. Some decisions are taken spontaneously on spur of a moment like catching a running bus or train.

**Breathing is an involuntary act but when you practise 'Pranayam', it is your decision to control the breathing pattern. ☺**

**Some decisions are thrust on us by parents** such as basis education, choice of clothes, mannerism /behaviour, choice of food when we are young. Some decisions/bad habits such as smoking, drinking etc. may not be practised openly at young age when we are dependent on our parents due to social pressure.

**Your ultimate happiness in Life depends on taking correct decisions at the right time and in right proportion. Your decision should not be at the cost somebody's privacy / sacrifice.**

**Decision making is an Art as well as Science** and every one should master this skill sooner or latter. It is the responsibility of parents and teachers to guide the young ones on this track of decision making. Let me explain with a household example. Many a times, mother asks the child to wear a particular dress /clothes depending on the occasion. (e.g. Trip, Function,

Entertainment programme etc.) In such situation, occasion should be informed/ explained to the child and he/she should be asked to select the clothes from their cupboard. After the action is taken by the child, the mother can either approve or guide the child to change the dress by offering the necessary explanation. If this process is repeated on few occasions, the child automatically gets trained to take decision of his/her clothes.

Similarly, the child can be asked to make list of articles to be taken in case of travel to hill station or to relative's residence. He/she should be asked to pack their own luggage and preferably ask them to carry the same depending on their age. **These are only illustrative examples to drive the idea as to how these skills should be / can be taught to young generation.**

**In Life, we are confronted with important decisions such as Higher Education, Service /Job, Marriage, Financial Investment etc.**

At the outset please remember that positive/desired outcome of your decision depends on Theoretical possibility, Technical possibility and Practical possibility. Unless all these factors are considered in right earnest, the positive outcome can not be guaranteed. Of course, we are assuming the support of minimum luck/fete. Kindly refer my Spandane Article 'AJB -TTP /P' uploaded on my website [www.spandane.com](http://www.spandane.com). Path: Spandane → Spandane Articles → Articles → Article 71.

One can also seek the guidance from Astrologer in taking final decision in case of inability to take the decision inspite of rational approach discussed below.

**Now let us proceed to discuss each of the above important decisions.**

I **did the counselling** of a young lad (Ajit) having completed BE (Computer Science) with flying colours. As he was searching for a good job, I told him that having completed the higher education, one can not think of a job in isolation of other matters such as accommodation, marriage, going abroad, settling in a different city etc. I presented the series of questions to him. I requested him to hear his inner voice, consult his parents. Then I submitted my suggestions and asked him to take final decisions on various matters.

Careful reading of the questionnaire and my suggestions, one can learn the inter-related approach necessary for decision making. **Refer Schedule - 1 attached at end of this Article.**

### 1) Higher Education:

Education decision is called for after completing school education. Now the student gets confronted with the choice. **Various factors** (listed below) play the role in taking this crucial decision.

- **Family background, Family financial condition, family responsibilities, dreams of a child and his parents, Passion, Strength, Weakness, Opportunities and Threats of a child, temperament of parents & child, physical health of a child etc. The list is only illustrative.**

**All these factors need to be closely reviewed to take the final decision.**

Even then, a child and parents should also think of **alternate education plans** in the current scenario of cut off marks of merit list.

Let me share few examples of a **bad education decision**. **These actual examples are self explanatory.**

One student became **chemical engineer** on his merits. He joined the Chemical Industry but developed **critical health problems**. It was revealed to doctors that a child was suffering from asthma since childhood days. It was obvious that he developed the health problem on joining a Chemical company. **The health factor was completely ignored while deciding the education track.**

Another student became **Mechanical Engineer** and joined small scale Engineering company as works Manager. Though the job was challenging, he could not adjust with shop floor atmosphere. He was also of **introvert** type. Finally he resigned. Here again, **his likes or temperament was not considered.**

Another student took admission for **MBA Marketing**. The boy had problem while speaking. He used to stammer frequently. Now you decide as to whether he can be successful in his job inspite of becoming MBA?

Another student became **Mechanical Engineer and also did MBA in Marketing**. He joined large scale Engineering company in Tender section of Marketing department. His job is to read all newspapers and industrial publication and search for tenders in respect of products manufactured by the company. He has to forward the tender cutting to Works Manger to get the quotation. Matter would be further discussed with Marketing Manager / Director and

tender papers will be submitted. His engineering knowledge and marketing knowledge will have a limited role in finalizing tender. **His job would get restricted to all administrative work for submission and negotiation based on the directions given by higher ups.**

Another boy completed **catering diploma** as per his wish and liking. He took the job on a passenger liner for 2 years. Then changed the job as photographer on the passenger liner without any formal education of photography. **Finally he was thrown out of job.** Now he has joined call centre.

Another boy completed **catering diploma** as per his wish and liking. He took the job in a hotel as waiter. Finally got fed up and took the job in a call centre.

**We also come across cases of IIT students doing MBA from IIM and taking up a job in Bank as consultant. ☹**

We also come across number of **actors and singers** who were doctors. Is it due to their inner voice? If yes, then why inner voice was not heard at the time selecting education field?

**If the job provides the scope for use of knowledge, then you will enjoy the work. I am sure that these persons would be happy and relaxed in their mind.**

## **2) Service / Job:**

I request the readers to give importance to various factors listed below while taking up the job.

- Pay package, Scope for advancement, use of education, job content, designation, location, leave and other perks, organization structure, reputation of the company, product, market share, management outlook, staff turnover, staff welfare, timings, holidays etc. etc. **The list is only illustrative.**

**All these factors need to be closely reviewed to take the final decision.**

I invite your attention to various examples given above and also in schedule 1 of this Article.

## **3) Marriage:**

**Marriage** is the most **difficult decision** which most of the persons take relying solely on **fate**. **Decision is tougher for the lady.**

**Marriage is like a 'Ladoo'.** Whosoever eats also repents as much as who doesn't eat.

Every girl makes **compromises** on her marriage. She leaves her house, her near and dear ones

with whom she has stayed for years together and joins the husband's family **unknown to her**. She takes this bold decision purely **trusting** her 'would be husband.' In fact he is the only person to whom she claims that she knows a bit and if her expectations and assumptions are not met, she gets mentally depressed. Husband's status/value literally falls in her mind though again she cannot discuss this with anyone openly. Even her parents will try and blame her.

Your relationship with Wife does not start after marriage is fixed and engagement takes place. **Ideally the relationship would start after 1<sup>st</sup> round of talks. You should frankly discuss your opinions, expectations from wife.** You must bear in mind that she would also have her opinion and choice of Life partner. The lady should also put forth her views in this regard. But please remember that in a '**Male Dominated Society,**' seldom she would get the right to express herself openly or even to exercise the option to reject the boy. **Hence, it is necessary for you to take the lead and open the discussion. Sorting of points of agreements and disagreements before conveying final 'Yes' for the marriage will lay the strong foundation for a long and happy married life.**

**I have prepared the checklist of various points on which you should express your expectations, opinions & extent of adjustment.** (Refer **Schedule - 2** attached at the end of this Article.) Similarly ask your partner to express her /his **expectations, opinions & extent of adjustment.**

I invite your attention to my E-Book of '**Management of Marriage Event**' uploaded on my website [www.spandane.com](http://www.spandane.com). Path: New Page → Spandane E Books → Management of Marriage Event' for a detailed guidance of Astrology, behaviour tips for bride & bridegroom, planning of marriage event etc.

#### **4) Financial Investment:**

It is necessary to remember that '**Money**' is **not an end in itself but it is a means to end.**

As we settle in our occupational life, it is utmost necessary to give serious attention to Financial Planning.

One needs to set the target of **Financial wealth in relation to retirement age.** However various factors would decide the success of achieving this target such as income level, chances of income rise, financial responsibilities/ liabilities to be met of the family (i.e. parents, brothers

etc.), arrangement of accommodation, whether spouse is also earning?, family size, health of the family members etc.

There are various **avenues available for financial investment** such as LIC, PPF, Bank Fixed Deposits, Post office schemes (NSC, MIS), shares and Mutual funds etc. Money can also be invested in Gold, Premises. One can easily get the investment advice from the Financial Consultant. Each investment avenue will fetch return in relation to tenure, risk, liquidity etc. **The investment advice can not be generalized as the facts (target, salary, age, responsibilities etc.) will vary from person to person.**

I invite your attention to **My Tips – Financial Investment** given in Schedule -3 attached at the end of this Article.

I also invite your attention to my Spandane article 'Money, Possession & Happiness' uploaded on my website [www.spandane.com](http://www.spandane.com). Path: Spandane -> Spandane Articles -> Article 102

**Few observations on Decision Making process are listed below.**

- 1) Parents thrust decision on their child. Parents' unfulfilled dreams are thrust on a child since childhood.
- 2) Child is not able to oppose his parents.
- 3) SWOT (Strength, Weakness, Opportunity and Threats) Analysis of the child is not carried out.
- 4) Various key factors such as child' abilities, passion, dreams, temperament, health etc. are not considered in right perspective.
- 5) Parents and child are not ready to digest 'Shreya' advice from elders, consultants, astrologer etc.
- 6) If parents and child are not in a position to take decisions, then relatives, friends, colleagues will play the role in decision making and obviously would lead to chaos.
- 7) Wrong decision is taken due to competition with friends, colleagues, relatives etc.

**Disclaimer:**

I am aware that the subject of Decision Making is very vast & complicated and hence guidance

can not be given in a small article like this. However I am confident that one can draw the route for arriving at the correct decision.

<b>Schedule - 1/Ajit's Vision document</b>
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	<b>Introduction to Vision Document:</b>
<b>a</b>	List of Various Issues to be sorted out.
<b>b</b>	All the following Life issues are now inter-related and have to be sorted out as per priorities set to avoid confusion and frustration at a latter date. Issues have been listed in its natural sequence or priorities as it should be.
<b>1</b>	Service
<b>2</b>	Accommodation
<b>3</b>	Marriage (not a immediate issue but needs thinking)
<b>4</b>	Further Studies
<b>c</b>	Having listed the various major issues, let us look at each issue from micro to macro angle.
<b>d</b>	I am only posting the posers for you to consider the issue from various angles and arrive at the best possible combination based on your vision and discussion with your parents.
<b>e</b>	These issues can be handled simultaneously.

<b>1.0</b>	<b>Service:</b>
1.1	It should be the top most priority considering the issue 2, 3 and your present age.
1.2	Choice of employer. MNC, Large, Medium scale organization.
1.3	Willing ness to travel in India and abroad.
1.4	Job content, responsibilities, exposure, Pay package.
1.5	Location: City preference - Mumbai, Poona, Bangalore, Hyderabad, Delhi, Noida,
1.6	Any intention to take a job abroad?
1.7	If yes, Time frame

<b>2.0</b>	<b>Accommodation:</b>
2.1	This should be your 2 nd most priority considering the issue 3 and your present age.
2.2	Existing accommodation is not sufficient for two families.
2.3	You might have adjusted in the small accommodation but can't expect your wife to follow the suit.
2.4	Even otherwise, Existing accommodation (building) is now fairly old say 50 years. For making provision for replacement of building, building life has been considered as 100 years. Thus even if you and your wife decide to adjust in the existing accommodation, still the problem does not get resolved as stated above.
2.5	How big should be the Flat would depend as to whether you would stay separate or jointly with parents? What is your opinion on the matter? What is the view of your

	parents? Matter needs to be discussed in principle.
2.6	Where to book the flat? The reply would obviously depend upon where you would get a job? But how long you will continue with that job in that city? Considering your field, it is difficult to answer this question right away. One thing is clear that you need some accommodation in Mumbai as your permanent address in addition to rented flat in city where you are working.
2.7	If staying separately, how big should be the Flat? 1BHK / 1.5 BHK
2.8	If staying together, how big should be the Flat? 2BHK / 2.5 BHK
2.9	Location? In western suburbs, Central suburbs, Ghodbunder road?
2.10	Whether your Dad would give initial booking amount as advance and hence 'Accommodation' issue can be simultaneously addressed with service issue.
2.11	Or else, postpone this issue till you save margin money. (say for a year / till you settle in office atmosphere)

<b>3.0</b>	<b>Marriage:</b>
3.1	When?
3.2	Expectations: Looks, religion, education, working - preference, from your field?
3.3	Family responsibilities
3.4	Rich family, middle class
3.5	Modern, Willing to stay in a joint family
3.6	Expectation about her service.
3.7	Refer Event Management section of <a href="http://www.spandane.com">www.spandane.com</a> for list of expectations & opinions.

<b>4.0</b>	<b>Further Studies:</b>
4.1	In the same field?
4.2	MBA?
4.3	Full time or distance education?
4.4	Is it Necessary?
4.5	Fees?
4.6	Education Loan?
4.7	Manipal university, Prof. Welinger institute?
4.8	Going abroad for MS?

<b>5.0</b>	<b>Road map to Draft Vision document:</b>
5.1	Read the various issues carefully like an exam paper without reacting. You are expected to respond to the issues.
5.2	Close the eyes for 5 minutes & do Pranayam. (deep breathing)
5.3	Read the above document once again and then attempt to note down first thought in the space provided.
5.4	After replying all issues, read the replies and mark the contradictory replies.
5.5	Finalize the draft vision document.

5.6	Then discuss with parents, understand their views and expectations.
5.7	Finalize the vision document.
5.8	Compare with my version and decide.

<b>6.0</b>	<b>Disclaimer:</b>
6.1	I do not claim that this document is complete in all respects / every sub-issue has been considered. All issues are inter related and involves subjective thinking as well.
6.2	It is only an objective attempt to look at the vision and its inter-related issues.
6.3	Best of Luck.

<b>Ajit's Vision Document - My Suggestions</b>
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<b>1.0</b>	<b>Service:</b>
1.1	May be tried at Poona considering the ready availability of accommodation. But you need to learn driving in case you wish to settle in Poona.
1.2	In Mumbai, it is comparatively easy to get the job.
1.3	Initially, Job should be taken up in Mumbai.
1.4	Initially should not think of taking up job abroad for next 5 years.

<b>2.0</b>	<b>Accommodation:</b>
2.1	Separate accommodation (Flat) is a must.
2.2	You should stay independently to start with. If every thing is ok, leaving together is not a problem. Parting after initial staying together is painful.
2.3	If you decide to stay jointly in a flat, whether your mother can adjust with daughter-in-law as more likely your wife would be a working?
2.4	Location of flat can be decided depending upon your settling in the job.
2.5	Flat to be booked in a building under construction as possession after two years is not a problem as marriage is to be done say three years from now.

<b>3.0</b>	<b>Marriage:</b>
3.1	Should be good looking, working, educated.
3.2	Ready to stay jointly. Ready to take responsibility. (difficult to judge)
3.3	Middle class, not much of family responsibilities. Preferably should have a brother.
3.4	Age difference should be atleast 3-5 years.
3.5	Should not be ultra modern.

<b>4.0</b>	<b>Further Studies:</b>
4.1	Necessary.
4.2	Should not leave job for further studies.
4.3	Should not continue further studies without taking up a job.
4.4	Further education should be in managerial field.
4.5	Think of post graduate courses of Manipal University or Prof. Welinger institute Matunga. (These institutes have a good standing in the industry)
4.6	MCA of Indira Gandhi Open University can also be considered.
4.7	Distant education should be preferred due to paucity of time.

<b>5.0</b>	<b>Priorities:</b>
5.1	Service - Accommodation - further studies ---marriage

**Schedule-2 / Checklist of Expectations from Spouse & Own Opinions:**

<b>Sr. No.</b>	<b>Parameter</b>	<b>Expectations &amp; Opinions</b>	<b>Extent of Adjustment</b>
1	Dress Code, matching, hair style etc.		
2	Finishing of incomplete education		
3	Further advanced studies		
4	Minimum Job tenure		
5	Readiness to leave job after marriage		
6	Professional responsibilities (if not serving)		
7	Permission for carrying out Performing Art such as singing, dance etc.		
8	Priorities in Life (home, education, kids, career)		
9	Financial Liabilities of would be wife.		
10	How loans taken by would be wife will be repaid?		
11	If housing loan is taken after marriage, whether she is ready to offer helping hand for loan repayment / meet household expenses?		
12	Investments made by would be wife.		
13	Whether Passport has been obtained?		
14	Willingness to go abroad for few years.		
15	Willingness to go abroad permanently.		
16	Willingness to stay alone in case husband has to go abroad on deputation for say 6 months etc.		
17	Willingness to stay in a joint family.		
18	Willingness to take responsibility of Parents.		
19	Financial assistance to her parents.		
20	Your expectations from wife - Friendship, 'Yes' attitude, critical analyst etc.		
21	Life Style		
22	Her Unmet wants & dreams.		
23	What is Entertainment / Relaxation?		
24	Whether she likes travelling, trekking etc.		
25	Addiction of TV, Movies, Drama, Singing concerts, reading etc.		
26	Whether she knows Household jobs / routine?		
27	Willingness to do household chores.		
28	Her Habits not liked by others.(ask her)		
29	Her Food preference - Veg. / Non Veg.		
30	Whether she knows cooking?		
31	Whether she likes cooking?		
32	Whether she is religious? Atmosphere at your residence.		

33	Whether she knows driving? If not whether she would learn driving?		
34	Whether she has male friends? How is her relationship with them?		
35	Whether any affair in the past?		
36	Her Idea of Freedom.		
37	Her Decision making ability.		
	<b>The list is only illustrative.</b>		

<b>Schedule-3/ My Tips - Financial Investment</b>
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<b>1.0</b>	<b>Introduction:</b>
1.1	The word investment has a very wide/ macro meaning. We have to make investment in various categories for leading a happy life. At present I wish to concentrate on Financial investment.
1.2	Financial investment is call of the day.
1.3	The topic is very complicated but I will try to simplify the same for you.
1.4	We must first understand the difference between saving & investment.
1.5	Saving is the starting point. Investment is made out of saving. Purpose / intention of saving & investment are slightly different.
1.6	You can look at saving from two angles as outlined below.
	➤ Income Less Expenses = Saving
	➤ Income Less Saving = Expenses.
1.7	Saving can be increased by earning more income or by reducing excessive and unwarranted expenses or by combination of both methods.
1.8	Saving is a habit and it needs to be cultivated.

<b>2.0</b>	<b>Why we should save money?</b>
❖	We should save money according to our capacity for following reasons.
2.1	For investment for future/ old age.
2.2	To take care of short term needs. E.g. Festival expenses, periodic expenses such as education expenses etc.
2.3	To meet unexpected expenses such as medical expenses.
2.4	To purchase / replace household requirements such as kitchen utensils which would save our energy / entertainment articles such as TV, Radio, Transistor/utility articles such as fan, furniture etc.
2.5	To keep certain portion of saving to meet emergencies.

<b>3.0</b>	<b>Which factors should be considered while making Financial Investment?</b>
3.1	Safety of Investment should be the prime consideration. Investment should not be lost.
3.2	Liquidity: Investment should be easily available in case of need.
3.3	Returns: Investment should not remain idle but should also earn reasonable income.
3.4	Spread: Investment should be made in different forms to minimize risk.
3.5	Purpose: Investment should be made according to purpose.

<b>4.0</b>	<b>Types of Investment:</b>
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4.1	Investment can be made in Immovable property or in movable property.
4.2	Immovable Property: Agricultural land, Farm house, Bungalow, Flat etc.
4.2	Movable Property: Gold, Bank deposits, Postal schemes, LIC, PPF, shares etc.

<b>5.0</b>	<b>Security should meet the following criteria: (MASTDAY)</b>	
5.1	M	Marketability.
5.2	A	Easy to ascertain its title, value, quantity and quality.
5.3	S	Stability of value.
5.4	T	Transferability of title.
5.5	D	Durability – not perishable.
5.6	A	Absence of contingent liability. i.e. You may not have to spend more money on the security to make it marketable or even to maintain it.
5.7	Y	Yield. The security should provide some on-going income.

<b>6.0</b>	<b>Risks associated with holding Financial Investment:</b>	
6.1	Physical risks such as Fire, flood loss, theft etc.	
6.2	Inflation. Decrease in purchasing power of money. Our income does not grow in same proportion as increase in inflation rate.	
6.3	Remedies to overcome physical risks: Household insurance, Mediclaim policy, Personal accident policy, hiring of safe deposit locker to keep investment.	

<b>7.0</b>	<b>What precautions should be taken in respect of Investment?</b>	
7.1	Investment should be made in joint name.	
7.2	Investment should be payable to either or survivor.	
7.3	Nomination facility should be availed of.	
7.4	Proper record of investment held should be kept.	
7.5	Your spouse should be aware of all your investment matter.	
7.6	Excessive faith should not be kept on relatives, friends.	
7.7	Necessary secrecy should be kept. The investment matters should not be discussed with strangers.	

<b>8.0</b>	<b>Investment in Macro Terminology:</b>			
	To lead a Happy life, we should not only invest in financial security but also in the following:			
8.1	Education	8.5	Positive Attitude	8.9
8.2	Health	8.6		8.10
8.3	Family	8.7		8.11
8.4	Good Friends	8.8		8.12