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Making choices

More effectively
In a better way

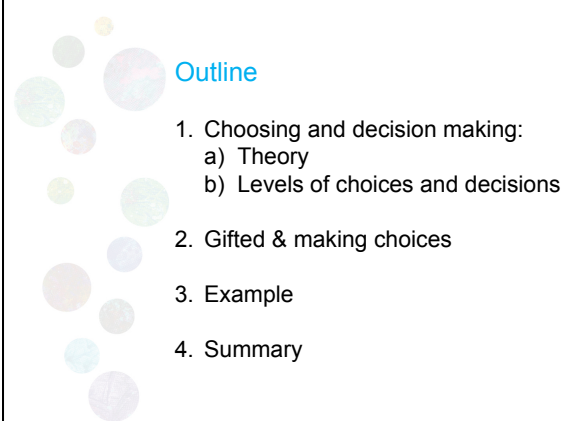
*Noks Nauta,
SENG conference 2014*



What shall I do?
There are so many choices....




Well yes, I suppose it is a
multiple-choice question





Outline

1. Choosing and decision making:
 - a) Theory
 - b) Levels of choices and decisions
2. Gifted & making choices
3. Example
4. Summary




Which choices did *you* make today?

-
-
-
-




Choices I made today

- What time will I get up?
- Which clothes will I wear?
- What will I eat for breakfast?
- What will I take with me to the conference?
- Will I actively talk to someone here?
- Which questions will I ask?
- To which presentations will I go?
- Will I drink tea, coffee or water?
- How will I start my presentation?
-
-
-



Choosing and decision making:
Some theoretical views

1. Expected Utility Model
2. Social psychology
3. Conscious and unconscious
4. System 1 & system 2 (Kahneman)
5. Maximizers and satisfiers

Expected Utility model

1. Based on idea of rational choices
2. Mathematical formula
3. 18th century
4. Criticized by behavioral science

Social psychology

- a) No losses
- b) Keeping what you have
- c) No uncertainty
- d) Immediate reward



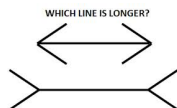
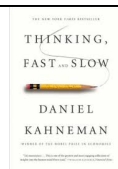
Conscious versus subconscious

- 'The smart subconsciousness' (Dijksterhuis)
- What is subconsciousness?
- When and how to use subconsciousness?
- Quality of decisions
- Can we make the subconscious conscious?
- Combination

Contrary to conventional wisdom, it is not always advantageous to engage in thorough conscious deliberation before choosing.



Kahneman



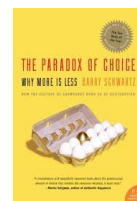
System 1: fast and unreliable
System 2: slow and more reliable

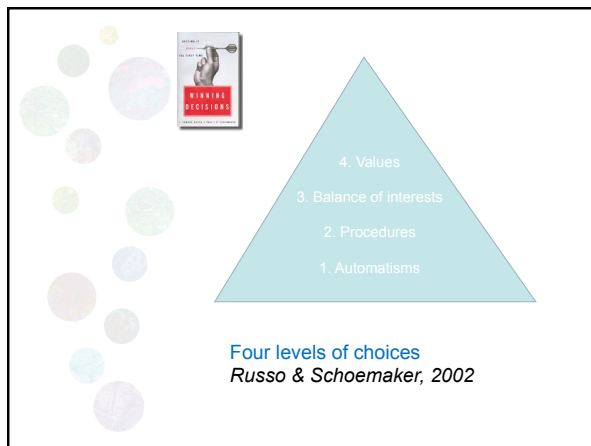
Maximizers

→ Only one best choice


Satisfiers


→ Good enough





- ### The four levels of choices
1. Automatisms
 2. Procedures
 3. Balance of interests
 4. Values

- ### Gifted & making choices
1. What makes it easy?
...
...
 2. What makes it difficult?
...
...
- 





- ### Gifted & multiple choice exams
1. Answers too superficial
 2. Learned through reasoning → not recognizing answers
 3. Too many (partially) good answers
 4. The only right answer is not there
 5. Formulated answers distract from content
 6. It can't be that simple...
 7.
 8.
- 

Choosing a career

Joan, 17, finishes high school

Choice:

- Music: harp
- Mathematics
- Working with gifted children
-
-

Strategies for making choices based on four levels of choices


1. Emotion and intuition
2. Procedures
3. Ratio *and* emotion
4. Analysis of values

1. Intuition, emotions

- “Do what your heart tells you ...”
- Many feelings and emotions
- Subconscious?
- Confusing

Joan:

- Too many feelings
- She wants everything
- What is the only right choice?

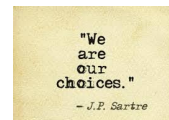


2. Procedures

- Thoughts about one of the choices
- Using RET method
- Skipping one of more of the choices

Joan:

- RET confuses her, it's about thoughts, it's not real
- Skipping procedure of her friend is not *her* procedure
- Motives of her friend are not *her* motives

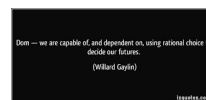


3. Costs and benefits

- For each option
- Costs and benefits: material and immaterial
- May help to organize thoughts

Joan:

- Helps to organize her thoughts
- Not enough
- Something is missing



4. Analysis of values

- Values, ideals: what is important for you?
- Choose your core values
- For each option: are your values compromised or confirmed?
- Which value has highest priority?

Joan:



Core values:

- Doing something for society
- Using her special talents
- Using her combination (rational *and* emotional person)
- Certainty of attaining paid work in future

Using this method made her more mature

Example of a difficult choice?

Who wants to share her or his current situation of a (difficult) choice with us?




- What are the options in your choice?
- What are your personal core values?
(see list for examples)
- In which option(s) are your core values best supported?



Summary

1. Take lowest possible level, choosing to save energy for the most important choices
2. Learn from 'failures': the ideal job, friend, dress etc does not exist
3. Uncertainty may be a good thing (versus black and white thinking)
4. A choice that supports values is essential for the gifted



Wishing you
good choosing and good choices!

Making choices isn't
always easy.
But, you always
have a choice.



Noksnauta@ihbv.nl

Gifted Adults Foundation: www.ihbv.nl