

Decision Focus 08 - Sound Reasoning

with Decision Trees

Instructions: For multiple choice questions, unless a question says, "Multiple answers allowed but not required", select the **BEST** of the available answers.

Name* _____

Email* _____

1. What is an alternative? ***Multiple answers allowed but not required
 1. A choice
 2. One of multiple courses of action
 3. An option
 4. An engine part
 5. A selection
 6. All of the above

2. A decision trap that affects the number and kind of alternatives you can choose from is:
 1. Cherry-picking the one you prefer
 2. Going on autopilot
 3. Picking the first one that will do the job
 4. Procrastinating
 5. "Either" / "Or" thinking
 6. All of the above

3. When the options the weight and rate table gives you seem wrong, it shows:
 1. You need to balance weights and rates
 2. You need to balance feelings with logic
 3. You need to do some more work
 4. You need to follow the logical choice

4. How can I know if I'm making a good quality decision?
 1. I've worked through the decision process
 2. I'm well rested, not emotional or stressed and have slept on it.
 3. I've applied critical thinking to the decision
 4. I've put all of the information in a weight and rate table
 5. I've gotten expert advice from someone who made a similar decision
 6. I've considered risks and rewards
 7. All of the above

5. A Decision Tree is used to:
 1. List the possible choices
 2. Show all the possible outcomes
 3. Calculate the odds of each approach
 4. Determine the best choice
 5. All of the above

6. A Decision Tree can help boost confidence in your decision and reduce hindsight bias
 1. True
 2. False

7. Hindsight bias means:
 1. Confusing the outcome of a decision with the quality of the decision
 2. Realizing "I should have known that!"
 3. Being able to say, "I told you so."
 4. Confusing the odds of a decision with the number of possible choices

8. When you make the wrong choice, the outcome will be:
 1. Good, meaning you really made the right choice.
 2. Bad, meaning you made the wrong choice
 3. Either good or bad. The outcome doesn't determine if the choice is wrong.
 4. Either good or bad. The outcome determines if the choice is wrong.
 5. None of the above

9. A decision tree can be used for any decision.

1. True
2. False

10. Extra credit - In the space below, create your own decision tree with at least 3 options and estimated odds for each option. Then, calculate the best option.

Educators Workbook

Answers are given in **bold**.

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