



I. Making Well, Thought-Out, Balanced Decisions

BACKGROUND:

Making decisions is always hard, because there are many factors and risks involved. The most important thing though, is that you *make them*. Neuroscience tells us that *reaching decisions reduces your worry and anxiety and helps you solve problems, even if the decision you reach is only “good enough”*.

You can never have *all* the information, so you can never reach the *perfect* decision. It will always have a degree of uncertainty in it. The point is that the more you ‘process’ your Pathos and your Logos, the better your decision will be, the less the uncertainty you will face and the happier you will feel about it.

In his presentation of the concepts of Ethos, Pathos and Logos, **Aristotle** was referring to the traits an orator must have in order to influence and persuade his audience. (There are also two other, lesser known principles, **Telos** (end, goal) and **Kairos** (timing, context), which can be considered as included under the **Logos** principle, since they address logical, reality based matters.)

Together, they represent *the most basic questions* we can ask regarding *any* situation or problem we are faced with i.e. **Who, Why, What, Where and When**.

- **Ethos** addresses **Who** you are.
- **Pathos** addresses **Why** you want what you want.
- **Logos** addresses **What** and **How**; the actual realities you are facing.
- **Telos** addresses **Where**; the actual outcome you seek to achieve.
- **Kairos** addresses **When**; the best time to act.

Together, they force you to examine the full spectrum of considerations you must address in order to reach a balanced decision for yourself (or to persuade others that your decision is valid.)

It's like 'calibrating' your G.P.S. for your mind, with a clear address, to let you achieve your goals in the most ideal-way.

It's a process of **checks and balances** and working to gain the knowledge, courage and confidence needed to set the correct goals and take the most beneficial, balanced and informed decisions possible. (This askesis can also help you clarify and decide your life's purpose/mission see later askesis on "Formulate Your Personal Mission".)

Now try it for yourself:

NAME: "The Charioteer-Decision-Maker®"

PURPOSE: To help you to think more clearly and **to come to the best decision possible through processing your thoughts and feelings**. It's a process of checks and balances and working to gain the knowledge, courage and confidence needed to set the correct goals and take the most beneficial, balanced and informed decisions possible. (This askesis can also help you clarify and decide your life's purpose/mission.)

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INSTRUCTIONS: Briefly describe your dilemma or issue, that needs to be decided on **here**. It's best to frame the question here beginning with at least 2-3 clear options that you want to consider as a possible 'solution', which you will proceed to pass through the filters of Ethos, Pathos, Logos.

Write your 2-3 alternatives/paths here:

1.

2.

3.

Pass them through the “Three Filters”:

1. **Ethos Filter** - Be honest and truthful with yourself; Is the path or solution that you are thinking about *aligned* with **who you are**? Is it **aligned** with your integrity and core values? Does it reflect who you aspire to be; your Authentic, Best Self? Is it aligned with your **Personal Mission Statement**, your Life Purpose, your character? (If you don't have a personal mission statement yet, see the relevant Askesis further on in this section.)

Write your thoughts here:

2. **Pathos Filter** - Consider Pathos: Your emotions (hopes and dreams as well as fears) How do you **feel** about it? What **emotions** does it evoke in you? Emotions express your subconscious thinking and will usually reveal actual blocks or opportunities. Pathos will compel you on the one hand, **raising your hopes** that your dreams can be achieved, but on the other hand, it may **paralyze you with fear and self-doubt**; This may make you waver with indecision on how to proceed. Answer these questions:

What is your BIG WHY? (They say that “If your ‘why’ doesn’t make you cry, it’s not big enough.”)

What is holding you back?

Write about your 3 Fears/Concerns

1.

2.

3.

*Note: To 'process' these reservations, fears or emotions you can also apply the next Askesis on **Managing Your Thoughts & Emotions***

3. **Logos Filter - What, and How.** Logos is your 'reality-check'. Consider the hopes and fears you listed above in view of the actual realities you are facing. Are they true? Are your fears overblown or your hopes too naive and optimistic? The only way to know is *to work the numbers and list the facts*. What do they say? What does 'common sense' say? What are the logical, rational steps and strategies that must be followed? What proofs, evidence or case-studies do you have? What is the '*usefulness*' of this path you are choosing? **Telos**: Is it beneficial to you in the short term *as well as in the long term*? **Kairos**: Is this the right time?

Note: It is a good idea to discuss this with a mentor, coach or consultant, to get someone else's opinion.

Finally, TAKE A DECISION and write it here:

On a scale from 1-10 how confident do you feel about this decision? How committed are you to it?

(Notice how you are feeling right now, as you recalibrate your thoughts and feelings. Tell yourself that it's OK to let-go a little, and depressurize, as you are becoming more relaxed now. Notice how your breathing has gotten deeper and you feel more comfortable. You are re-adjusting your vision, as you are standing back and noticing a greater reality.)