



# DECISIONS SHOULD BE MADE IN THE SPAN OF SEVEN BREATHS

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Decision-making is the act of choosing between two or more courses of action. In context of problem solving, decision-making involves choosing between possible solutions to a problem. Decisions can be made through either:

- Intuition;
- Reasoning, or
- A combination of both.

Intuition is going with your 'gut feeling' about the best possible courses of action. Reasoning however, is gathering facts and figures to study before making a decision.

But where are the roots of 'intuition' and 'reasoning'?

Intuition has its roots in both 'past experiences' and 'personal values'. It is important to taking intuition into account simply because it reflects our life-long learning. But should keep in mind that, intuition may not be always the reality and that your "gut feelings" might be influence by your perceptions from your early childhood. Reasoning however, often ignores emotional aspects to a decision and has its roots in 'right here' and 'right now'.

Decisions for complicated issues usually require both intuition and reasoning, but it is highly important to be aware of impulsive reactions to a given complex situation. However the decision process for each situation may vary, applying both 'reason and 'intuition' is often recommended.

You can apply both reason and intuition in turn. For example, first gather all the facts and figures to study, then once your decision is almost made, turn to your intuition (gut feelings) and ask if your decision also feels right. Often if a decision does not feel right, its implementation gets affected; therefore, you would need to be fully resolved in order to reach a favorable outcome.

Speed in decision making is also important. Perhaps one of the burdens of free will for human being is the ability to make choices. Since mankind has evolved and with that evolution they have developed complex processes, more entertainment thoughts and more opportunities, making choices, especially the right ones are often overwhelming.

Lingering long on a decision most probably leads to a state known as “paralysis by analysis”, i.e. the state of over-analyzing or over-thinking a situation. The inability to act due to an inability to make a decision. Such incapability can potentially complicate a small issue, and turn it into a big one.

In world of business and decision science, with no doubt Japanese are among the most successful decision-makers in the world, and often their decisions are sound. Japan’s place and rank in the world economy indicates efficiency in their decision-making process. Japanese executives often follow the way of Samurai warriors in their decision-making and their method proved to be practical.

The way of the Samurai warriors says:

***“Matters of great importance should be decided in the span of seven breaths.”***

To learn more, consult ‘[Business Samurai](#)’ – Skills and Strategies for Leaders and Entrepreneurs.

