

# 100 QUESTIONS FOR BETTER DECISIONS

Widen your view, challenge your assumptions, and catch yourself when you get hooked on a bias

**Start asking** →

# Why this list?

**No one's an expert on decision-making.**

There are just too many variables to make perfect decisions *all* the time.

However, we have plenty of tools to improve our process, our thinking, and our lives as a result.

These 100 questions are a result of the conversations I've had with guests on the **How do you know? podcast**, while doing research and reading on the topic. In doing so, I came across some great resources that I've included so you can take your explorations further.



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creator of the  
How do you know? podcast

**Get the questions** 

# 10/100 QUESTIONS FOR BETTER DECISIONS

*1. **What** is this decision for? Define your objective.*

*2. **Who** is this decision for? Is it for you or someone else?*

*3. **Who** is this choice **NOT** for? Set your constraints.*

*4. **Why** do you have to make this decision (**now**)? Figure out your motivations, purpose, and timelines.*

*5. **Why** did this decision become **necessary**? Figure out where and how it all started.*

*6. **How much time** will you give yourself to make this choice?*

*7. Are you trying to make this decision **quickly** or **wisely**?*

*8. What is **your role** in this decision?*

*9. What is **your responsibility** as a decision-maker?*

*10. Is the question you're asking yourself **framed correctly**?*

# 20/100 QUESTIONS FOR BETTER DECISIONS

**11.** What does **success** look like for the decision you're trying to make?

**12.** How will you **evaluate** if your decision is successful or not after you've made it?

**13.** What will you **NOT be doing** as a result of this decision?

**14.** Is this in **your control**?

**15.** What is **the most important thing** for you about this decision?

**16.** What are you **missing**?

**17.** What happens if someone makes this decision **for you**?

**18.** How have **you made similar** (and successful) **decisions** before?

**19.** Could you be **remembering your choices** as better than they actually were? Read about the choice-supportive bias.

**20.** Who makes **similar decisions** that you can talk to about the choice you have to make?



# 27/100 QUESTIONS FOR BETTER DECISIONS

*21. Have you **reconsidered** decisions like this one before? What happened?*

*22. On a scale from 1–10 where 10 is very **confident** indeed, how confident are you right now of making the right decision? Learn more about the scale of confidence.*

*23. How come it's a 4 and not a 3 or a 2? What's helping you be confident **already**?*

*24. What would be the **first tiny signs** that your confidence has increased to a 5? What else?*

*25. How could you manage to have '**both**'? What might it mean to do '**neither**'?*

*26. Who does this decision **affect/impact**?*

*27. How are your **habits** influencing the decisions you make and how you make them?*



# 35/100 QUESTIONS FOR BETTER DECISIONS

**28.** What are the **risks** you associated with the decision you're trying to make?

**29.** Are you **amplifying risks** by making them more "vivid, personal, and immediate" than they need to be?

**30.** What is **the worst thing** that can happen as a result of this decision? Do some fear-setting.

**31.** What can you do to **minimize** the chances of your worst fear coming true (related to this decision)?

**32.** If the worst-case scenario happens, what could you do to **repair** the damage?

**33.** What would you decide if you knew **you couldn't fail**?

**34.** What will happen if you **don't make this decision**(now)?

**35.** What will happen if you **postpone** this decision?

# 40/100 QUESTIONS FOR BETTER DECISIONS

**36.** *What would you choose if you did it **right now**?*

**37.** *Can you make this choice with the **information you have**?*

**38.** *What are you **suffering** from right now that's making this decision necessary?*

**39.** *What is the best decision according to your **values** and **principles**?*

**40.** *How does this decision **align** with your priorities?*



# 49/100 QUESTIONS FOR BETTER DECISIONS

*41. What **long-term effects** does this decision have on you?*

*42. How does this decision fit into **your plan**?*

*43. What is the **acceptable alternative** for this choice?*

*44. How you **define** what's "acceptable" or "best" for the decision you have to make?*

*45. If you do X, what will it really **cost** you? (Think beyond money.)*

*46. What is this cost **made of**?*

*47. Is the best choice you have **worth** the time/effort/money/cost involved?*

*48. What is the cost of choosing an option against the other? Figure your the **opportunity cost**.*

*49. What are you **willing to suffer/take/cope** with to make the most of your choice?.*



# 55/100 QUESTIONS FOR BETTER DECISIONS

*50. How will you feel about it in 10 minutes? Try **the 10/10/10 method**.*

*51. How will you feel about it in **10 months**?*

*52. How will you feel about it in **10 years**?*

*53. Imagine the option you're currently leaning toward simply vanished as a feasible alternative. **What else** could you do? Avoid the "narrow frame".*

*54. Imagine that the alternative you are currently considering will actually turn out to be a **terrible decision**.*

*Where could you go looking for the proof of that right now?*

*55. What would you tell your best friend to do, if they were in the **same situation**?*



# 63/100 QUESTIONS FOR BETTER DECISIONS

**56.** *Six months from now, what evidence would make you **retreat** from this decision? What would make you **double-down**?*

**57.** *What are the **pros and cons** of this decision?*

**58.** *Are you looking towards the **future** or the **past** when making this decision?*

**59.** *Which **sunk costs** are holding you back from making this decision?*

**60.** *What are you **resisting** to in making this choice?*

**61.** *What is **great** about having to make this decision?*

**62.** *What are the **secondary consequences** you expect your choice to have?*

**63.** *Does this decision have **permanent consequences**? Why does it/doesn't it?*

# 69/100 QUESTIONS FOR BETTER DECISIONS

**64.** *How will you feel if you **give up** making this choice?*

**65.** *If you **only had 1 day/1h** to make this decision, what would you do?*

**66.** *What is one thing you can do **today** to make it easier to choose a path?*

**67.** *Are you **the right person** to make this decision?*

**68.** *How would this decision look like if it were **easy**?*

**69.** *Which **cognitive biases** could be distorting your perspective regarding this decision?*



# 75/100 QUESTIONS FOR BETTER DECISIONS

**70.** *Is the **anchoring effect** keeping you from evaluating your options as objectively as possible?*

**71.** *Are you avoiding the options that you don't have enough information about to escape more **ambiguity**?*

**72.** *Are you only taking into consideration the information that supports your beliefs or are you challenging your assumptions? Check yourself for the **confirmation bias**.*

**73.** *Is this decision leading you to recall unpleasant memories more intensely than positive ones? Learn more about the **negativity bias**.*

**74.** *Are you at risk of misjudging your options because of the **availability heuristic**?*

**75.** *Which **mental models** could help me see different perspectives of the choice I have to make?*



# 84/100 QUESTIONS FOR BETTER DECISIONS

*76. Could you **change your mind** after making this decision? What would that look like?*

*77. What could happen if you make the **wrong** decision?*

*78. What do you **really care about** in this decision-making process?*

*79. Sit in a quiet place for a few minutes and think about the choice at hand. How does it make you **feel**?*

*80. What is the **safest** decision? Why?*

*81. What is the **riskiest** choice? Why?*

*82. Are you basing this decision on analyzing just the **top layer** and assuming that what's underneath matches it?*

*83. How do you make decisions? Map out your **process**.*

*84. What are your **strengths** in making this decision?*



# 92/100 QUESTIONS FOR BETTER DECISIONS

**85.** What **commitment** will you be making as a result of this decision?

**86.** Which versions of your **dream** or **objective** are you comparing for this choice?

**87.** In which ways does this decision make you **rethink** your future?

**88.** Do you feel **peer pressure** to lean towards one choice versus others?

**89.** Are you basing your decision on the **current context** or is something from your **past** holding you back?

**90.** Are you trying to **avoid** something or are you trying to **achieve** something by making this choice?

**91.** Is this decision **urgent** or **important** or both?

**92.** What **change** are you trying to make by this decision?

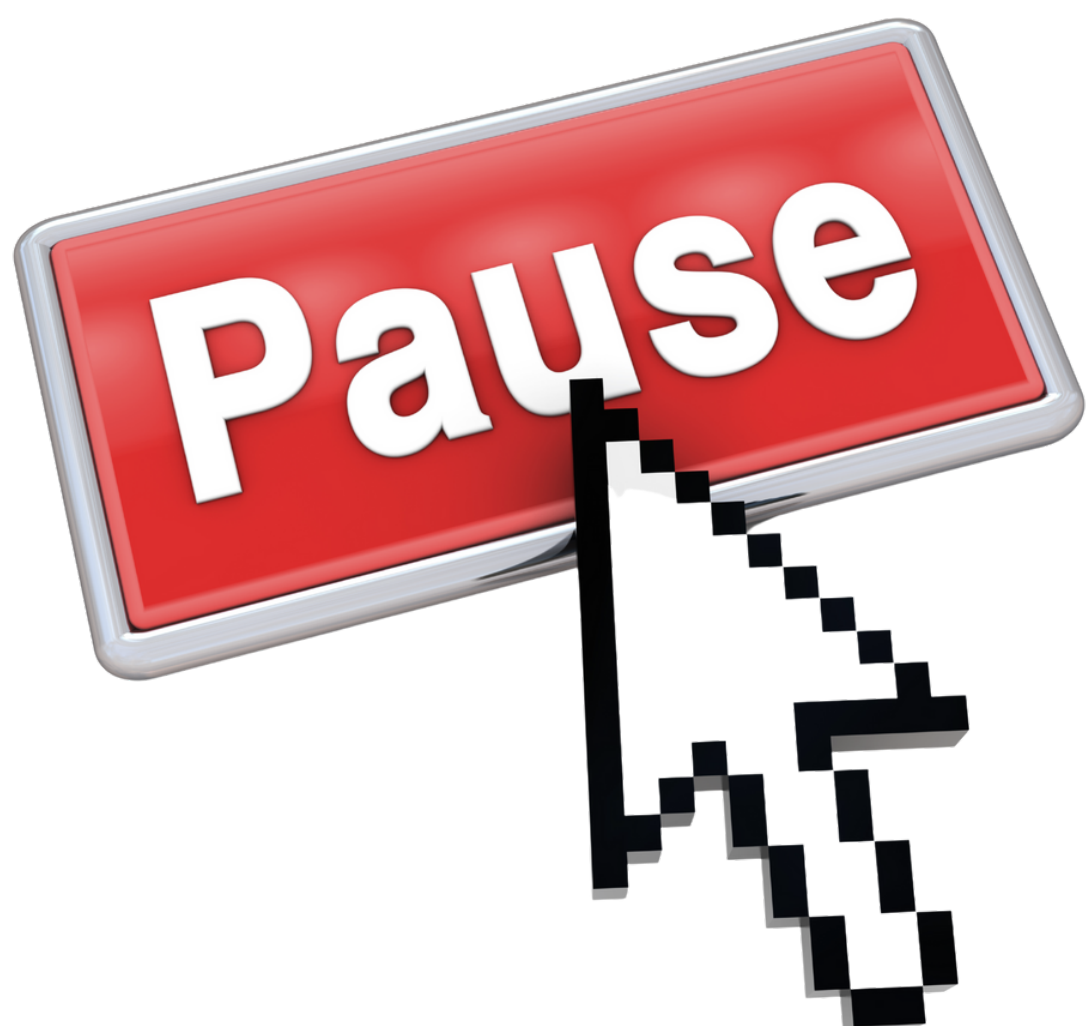


# 95/100 QUESTIONS FOR BETTER DECISIONS

**93.** Do your ***hunches*** match the ***data*** you gathered and analyzed to make this choice? Look for counterintuitive insights.

**94.** How would pausing for ***300 seconds*** change your current reaction to the context and information you have?

**95.** What are the ***complications*** or ***complexities*** involved in this decision? Map them out.



# 100/100 QUESTIONS FOR BETTER DECISIONS

**96.** *What can you do to avoid allowing the **lizard brain** making the choice for you?*

**97.** *What is the **smallest choice** you can make to work your way up to a more complex decision?*

**98. How** *is one option better than the other?*

**99.** *How does this decision influence the **legacy** you want to build?*

**100.** *How will this decision make you a **better human**?*

**101.** *How can you approach this decision with more (self-) **empathy**?*



# WOULD LOVE TO HEAR FROM YOU

Thanks for reading!



If these questions help you, I'd love to hear from you, equally so if you have others in mind that can fill in the gaps.

I'm building and strengthening a growth mindset because I believe it's key to doing great work and living a full, satisfying life. I'm documenting what I learn along the way.

**JOIN ME**