

# **DARE™**

**for decision making**

**Diagnose**

**Analyse**



**Evaluate**

**Reveal**

- Do we need to make a decision?
- What is the problem?
- What's the opportunity here?
- What is the desired outcome?
- What happens if we don't decide?
- What should the scope of the decision be?
- Who might need to be involved?
- What level of consensus will we need?

- What ideas do we have?
- What are our options?
- What do we think is possible?
- What do we know?
- What more do we need to find out?
- How can we be sure our approach is right?
- Should we test our idea first?
- Are we confident?

**Diagnosis**

**Analysis**

**Evaluation**

**Reveal**

- Is it panning out the way we expected?
- If not, why not?
- Do we need to abort?
- Do we need to make adjustments?
- Has the need for new decisions become apparent? If so, go back to Diagnosis.
- Where will we record our learning?

- Who needs to know, and when?
- Are we clear about what we are asking of them?
- Are we clear about the impact (+ ive or – ive)?
- Is our rationale clear?
- What is the best way to communicate the decision?



