

Tools for Knowledge Workers

Strategic Decision Making



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Making a decision – strategic or otherwise – is often defined as a matter of choosing from between alternatives or from among options. That might be the case sometimes but it is always the case that making a decision boils down to committing to a particular course of action. First, of course, is the need to recognize that a decision is called for, that something needs to be done but there is as yet some lack of certainty as to what to do. Then comes a process of clarifying things, generating ideas and possibilities, evaluating them, negotiating with various stakeholders and constituencies and then committing to a particular course of action. Finally (and all along the way) the decision, often including how it was made and why, needs to be communicated. All this is (or ought to be) as true of a strategic decision as it is of any other kind of decision. For more about the origins of this particular view of strategic decision making click [here](#).

