



EMBRACE YOUR YES!

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IT ALL BEGINS WITH A DECISION

Part I

How is decision making like the following?:



The number of decisions individuals
make each day

35,000

In the course of our lives we decide

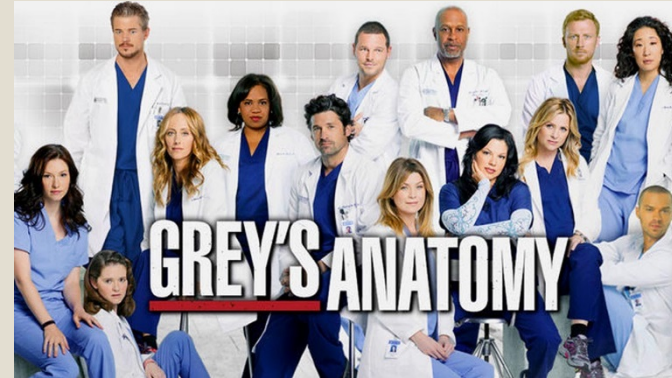
- What time to go to bed
- What to eat
- What to wear
- Where to live
- What to major in
- What our job/work/profession will be
- To respond to text messages
- What to stream on Netflix
- When or if to work out
- To marry or not
- To have children or not
- And on and on and on...



ONE WOMAN'S YES

Part II

Shonda Rhimes



how
to
get
away
with
Murder

“You never say yes to anything.”

Delorse Rhimes

Shonda's 'Year of Yes'

- Commencement Address at her alma mater, Dartmouth College
- Appeared on Jimmy Kimmel Live
- Playing with her children regardless of how busy she was
- Attended the Kennedy Center Honors gala at the invitation of President and Mrs. Obama
- Lost over 100 pounds
- Acted on "The Mindy Show"
- Remaining single

If my best friend offered you an all expense paid trip to Hawaii over the President's Day holiday, I would respond...

Oh, heck yeah! Where's my
sunscreen!



Umm, I don't know...

Where'd you get the money?

I don't have the right clothes to wear.



I was planning on studying all weekend.

Where will we stay?

Who else is going?



GETTING TO YES

Part III

Types of yeses

Public

- Acknowledged by a broad audience
- A project, plan, idea cannot progress without your yes
- Commitment to someone or something other than yourself
- Broad accountability

Private

- Personal
- Is known only to you unless you choose to make it public
- Success or failure known only to you
- Commitment only to yourself
- Accountability only to yourself

Mapping your yes



Explore/Exploit technique

Explore

- Innovation
- Creativity
- Risk
- Unknown
- Growth

Exploit

- Established
- Structure
- Outcomes mostly known
- Calculated risk
- Little growth

Things to consider

- Priorities
- Risk (real or imagined)
- What do I gain by saying yes to the decision?
- Have I had a similar experience or will this be a new experience?
- What is the worst that can happen?
- Goals
- Values
- Constraints
- Resources



CONCLUSION

Part IV

Leaders...

- Will often have competing choices to decide from
- Will often have to wait for a delayed outcome
- Will often make decisions that aren't popular OR,
- Will be popular with one group/person but not another
- Will struggle with making decisions (may include crying)
- Will eventually have to be at peace with their yes decisions

Final thought

“Saying yes . . . saying yes is courage. Saying yes is the sun. Saying yes is life.”

Shonda Rhimes



THANK YOU!

Sources

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- Eva M. Krockow, Ph.D.. "How Many Decisions Do We Make Each Day." *Psychology Today*, September 27, 2018.
- Shonda Rhimes. *Year of Yes: How to Dance it Out, Stand in the Sun and Be Your Own Person*. Simon and Schuster Paperbacks, 2015.
- Researchers at Cornell found that people make an average of 226.7 decisions a day about food alone. Wansink, Brian and Jeffrey Sobal (2007), "Mindless Eating: The 200 Daily Food Decisions We Overlook," *Environment and Behavior* 39:1, 106-123.
- Explore/Exploit theory courtesy of Tom Griffiths, Cognitive Scientist. TEDxSydney, June 2017