

30-SECOND AUDIT

Is your decision driven by logic or low blood sugar?

THE SITUATION

You need to send the important email, approve the budget or make a decision late in the afternoon, after a day of back-to-back meetings and a skipped lunch.

THE KEY INSIGHT

Whatever your experience or title, your judgement can be "hijacked" by biology.

When your battery is flat, the brain goes into low-power mode. It shuts down the most energy-hungry functions: complex problem-solving, empathy and strategic perspective. Every choice drains a little more, and when blood sugar drops it gets harder to filter impulses. So you choose the easy option over the right one.

DO IT

1 · Test your judgement

Am I sure I would make the same choice at 9 am tomorrow after a good night's sleep? If the answer is "maybe", the decision may be driven by biology. Not expertise.

2 · Restart the system

Is your battery running a little low? Take a 5-10 minute break. A snack or a short walk gives you back the foundation for good decisions.

3 · Strategic parking

Does it really have to be sent or decided right now? Rarely. Moving the decision isn't hesitation. It's due diligence for your own judgement.

COMMIT · YOUR PLAN

Choose one technique, and use it within the next 48 hours.

If

then

1 · TEST

Use the technique in a real situation.

2 · REFLECT

What worked? What did you notice?

3 · ADJUST

Adapt it, and test again.

Repetition is what turns it into a habit.

Sources: Danziger, Levav & Avnaim-Pesso (2011); Arnsten (2009). Hint: if in doubt, wait until after lunch to approve the budget.