



# MONDAYS

*with Mike*

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## Calming our decision-making nerves

In his book, *The Hard Thing About Hard Things*, Ben Horowitz shares the following three reflections to help with the personal psychology of calming our decision-making nerves.

1. Make some friends. Although it is nearly impossible to get high-quality advice on the tough decisions you make, it is extremely useful from a psychological perspective to talk to people who have been through similarly challenging times.
2. Get out of your own head and onto paper. Sometimes we can be our own worst enemy, allowing so many thoughts to mess with our minds. Take time to write down a detailed explanation of your logic. The process of writing a “summary document” helps to separate you from your own psychology. Decisions are made more swiftly and clearly when we do.
3. Focus on the road and not the wall. When someone learns to drive a race car, one of the first lessons taught is that when you are going around a curve at 200 mph, do not focus on the wall; focus on the road. If you focus on the wall, you will drive right into it. If you focus on the road, you will follow the road. There are always a thousand things that can go wrong and sink your plans/company/organization. If you focus too much on them, you will drive yourself nuts and likely crash your organization. Focus on where you are going rather than on what you hope to avoid.

As you open your week, keep these three reflections in mind.

Have a “calming” start to your week!