

How to Make Decisions Like a High-Performer

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How many decisions
do you make every day?



Most Leaders Make

~35,000

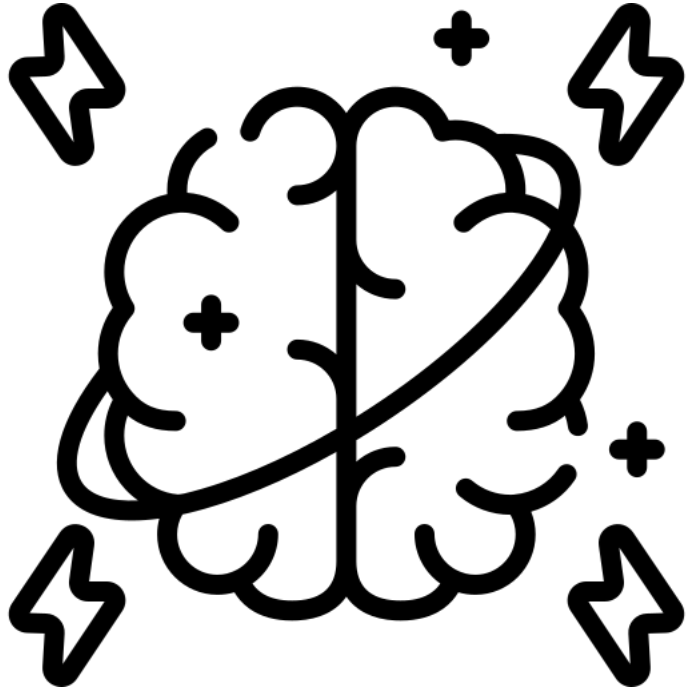
micro-decisions daily

50-100

high-value decisions daily



Decision Fatigue



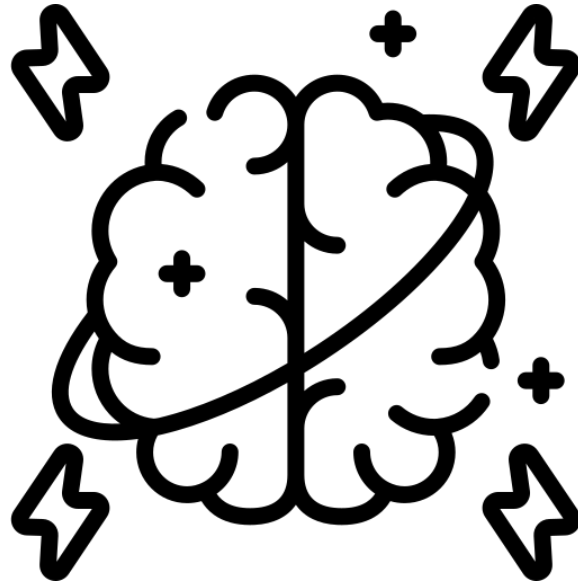
The **mental, emotional,** and **physical exhaustion** resulting from **making too many choices in a day,** leading to:

1. **Poor decision-making**
2. **Procrastination**
3. **Impulsivity**



Who is experiencing **decision-**
fatigue?





Peak Cognitive Window





Warning:

3-4 hours into the
workday, **decision**
quality starts to
erode.





Pro Tip:

**Decision
Quality
Erodes
20–50%**

over the course
of a long,
high-stakes day



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
8am							
9am		Deep Work	Deep Work	Deep Work	Deep Work	Deep Work	
10am		Peak Cognitive Window					
11am							
12pm							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							



Deep Work Time Blocks

**90–120
minutes**

distraction-free time blocks
during **peak thinking hours**
focusing on **high-value tasks**

Key strategies:

1. Schedule blocks **during your best thinking time**
2. Create a dedicated, **quiet environment**
3. **Eliminate physical and digital interruptions** by honoring strict "**Do Not Disturb**" rules



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
8am							
9am		Deep Work	Deep Work	Deep Work	Deep Work	Deep Work	
10am		Peak Cognitive Window					
11am		Deep Work	Deep Work	Deep Work	Deep Work	Deep Work	
12pm		Peak Cognitive Window					
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							





Exercise: Calendar Audit

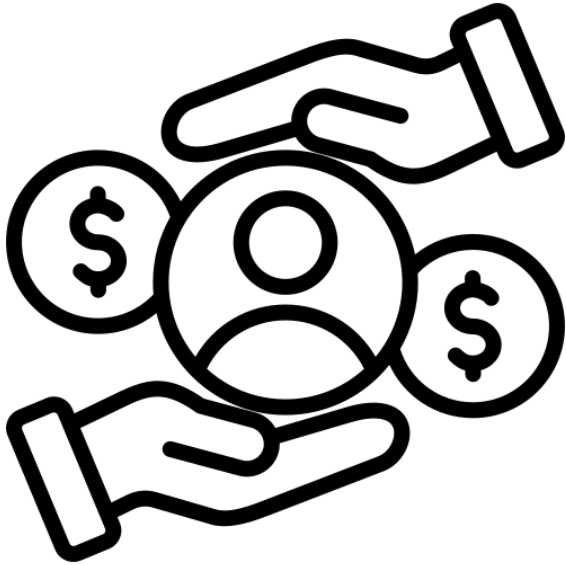




Decision-Making: 3 Role Lenses



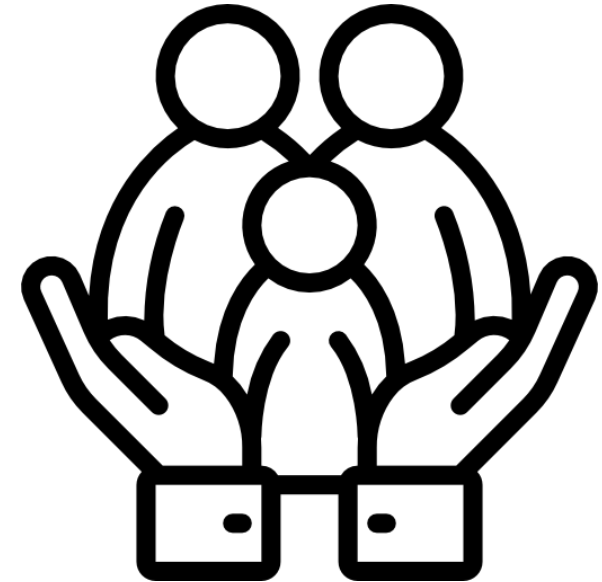
Decision-Making: 3 Role Lenses



Fiduciary



CEO



Humanitarian



Decision-Making: 3 Role Lenses



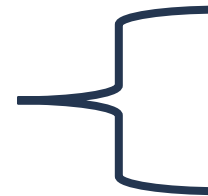
Fiduciary



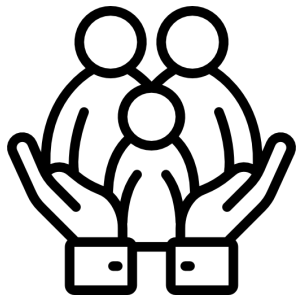
Duty of Care (Prudence)
Duty of Loyalty (Good Faith)
Duty of Obedience (Compliance)



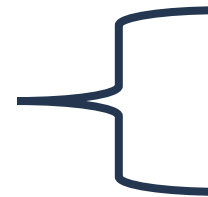
CEO



Maximize Organizational Value



Humanitarian



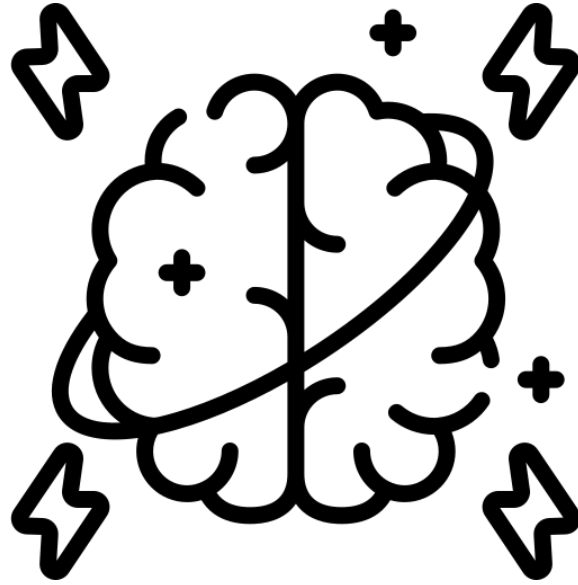
Uphold the Rights and Dignity
of People





	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
11am	Prep / Important Decisions						
12pm							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm	Most Critical Decisions						
7pm							
8pm							
9pm							





5 Thinking Modes



5 Thinking Modes



Strategic Thinking:

What does success look like? Standards?



Systems Thinking:

What's impacted upstream & downstream?



Design Thinking:

Who's impacted? How do we help people?



Critical Thinking:

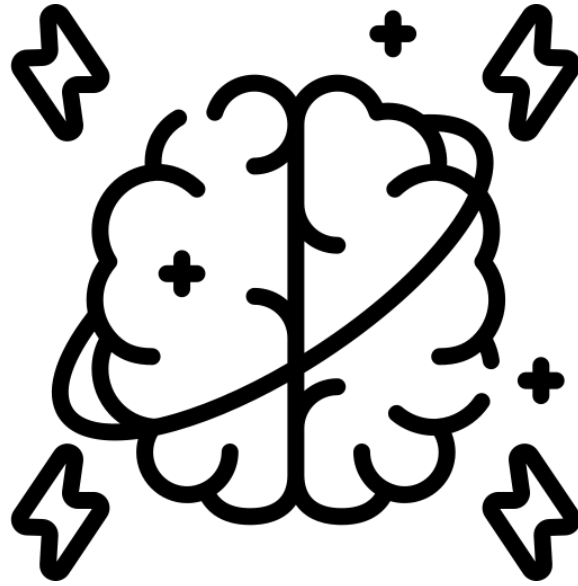
How do we improve? Make it better?



Adaptive Thinking:

How do we do the best with what we have?





Exercise: 5 Thinking Modes





Questions & Answers





Thank You!

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Abstract:

Leaders make an average of 35,000 decisions every day. Around 50 of those are high-value decisions. Most people make those between meetings, late at night, or only when they're forced to. High-performing leaders do it differently: they engineer their most important work and most valuable decisions during their peak cognitive windows and use decision frameworks to make consistently better decisions.

In this coaching clinic, you'll learn the systematic approach high-performers use to make better decisions. You'll walk away with practical tools you can use immediately to protect your cognitive resources and sharpen your judgment when it matters most.

Take-Aways:

- **Peak Cognitive Windows** - How to match your hardest decisions to your sharpest hours and stop wasting your best thinking on low-impact work
- **Mindset Shifts** - Why thinking like a fiduciary, a CEO, and a humanitarian helps you make better business decisions.
- **The Five Thinking Modes** - A structured framework for making important decisions before you act through Strategic, Systems, Design, Critical and Adaptive thinking

