# Dilemma Sharing – When Should You Do It?

Copyright © 2004 by Peter M. Sandman and Jody Lanard. All Rights Reserved

#### 1. When the situation is a toss-up.

There is no basis for a decision, even a tentative one. If it's your call, you're waiting for more evidence or flipping a coin. If it's our call, you have no advice for us – just the information that we're not being foolish whichever way we go.

### 2. When you haven't decided yet.

You are trying to decide what you're going to do or what you think we should do. It's a tough call. You would welcome our help – our experience, information, opinions, and feelings.

## 3. When you have made a tentative decision.

There is still time to change your mind; your decision (or your recommendation) is tentative and preliminary. Now is the time to explain both your rationale and your doubts, and seek our feedback.

### 4. When your decision is firm ... but could still be wrong.

Make it clear that you have made your choice, at least for now. But it was a close call. Outline your reasons for deciding as you did. But respectfully explain the case for the "losing" position(s) too. You may turn out wrong; say so.

So when *shouldn't* you do dilemma sharing? When the decision is genuinely a nobrainer. The rest of the time – most of the time – share the dilemma.

Handout from: <u>Crisis Communication: Guidelines for Action</u>
DVD produced by the American Industrial Hygiene Association (May 2004)