

DECISION MAKING

निर्णय

फैसला आपको करना है

If you are on wrong track then what is the avail of running? Run always on right track.

—Ram Bajaj

जब आप गलत सड़क पर हैं तब फिर दौड़ने का क्या फायदा? सही सड़क पर ही दौड़ें।

— राम बजाज

Decide the destination, not path.

—Ram Bajaj

रास्ते नहीं, मंजिल तय करें।

— राम बजाज

Take right decision at right time

—Ram Bajaj

सही समय पर सही फैसला लें।

— राम बजाज

Life gives no second chance or retake. Right decision at right moment is therefore extremely necessary. Often people take to just any course in their eagerness to reach the destination quickly. It cannot be declared the right path. We should not take any path no matter how short or comfortable

it may appear, if we don't know where we have to go. The whole life passes in aimless roaming and we just keep awaiting the results. In the end what remains is ZERO. So, decide the destination and not the path if you want to succeed in life.

First think then take the decision. (An Arabian Fable)
पहले सोचें, फिर निर्णय लें (अरबी कहानी)

□ *Cruel king of Arab Changiz Khan was fond of hunting. His faithful hawk always accompanied him on hunting expeditions. One day, even after daylong movement, Changiz Khan failed to get a game. He was feeling thirsty. He moved here and there in search of water and reached near a small hill. From the hill water was trickling down in drops. Taking a silver bowl out of his bag he placed it beneath the trickling water. When the bowl was filled Changiz Khan proceeded to drink it, but fluttering its wings, his pet hawk knocked the bowl down. Three times the same thing happened. Merciless ruler, Changiz Khan was extremely thirsty and outrageous too. Addressing the hawk, he said, "If you knock the bowl this time, I'll kill you."*

This times too, hawk knocked down the bowl.

Raging with anger, Changiz Khan at once killed the hawk with his sword. "You deserved this sentence," Changiz Khan said to the hawk.

Changiz Khan began to search the bowl. Soon he saw the bowl struck at a place between the two hills that it was difficult to be removed. Changiz Khan decided to climb the hill so that he could reach the source of trickling water. At the source he saw a big and poisonous creature with black and white spots lying dead and water (poison) was trickling from its body. King shook with fear and forgot his thirst. He remembered his faithful and dear hawk he had killed

moments before. In fact, the hawk was saving the king again and again from the death. He began to repent that he had been unjust to his dear hawk. He at once dashed back towards his palace murmuring all the way, "I have learned a bitter lesson today. I have learned that no decision should be taken impulsively in excitement, anger or without thinking." Why Changiz Khan could not understand this thing before killing his faithful and well-wisher hawk?

A wise man first thinks thoroughly, then takes a decision to do some work. But a fool does a work first, then thinks. Hence, it is a sign of wisdom to check both the sides of a coin first before accepting it. A person commits another mistake if he does not rectify his first mistake. It is always better to hear reprimands from wise people rather than listening to the flattery by the fools. A wise person learns even from the fools but fools don't even attempt to gain something from the wise ones. Always try to think a step ahead of the others. But you can understand this only when you know what is the limit of others' thinking.

What is Decision Making?

निर्णय लेना क्या है ?

Decision is an artistic process in which an option, the best one, is chosen from among the many available ones.

Decision-making is the selection from among alternatives of a course of action

— Koontz and Weirich

कार्य करने की विभिन्न विधियों में से किसी एक का चयन करना ही निर्णय लेना है।

—कून्त्ज तथा वेइरिख

Good decision-making brings energy to your life.

—Ram Bajaj

अच्छा निर्णय लेने से आपके जीवन में ऊर्जा का प्रवाह होता है।

—राम बजाज

Life itself passes through the constant process of decision-making. Every person takes decisions related to various aspects of his private life. What to eat? What to wear? What to do? What not to? To go to walk or take rest? And many more questions that we decide in our routine life almost daily. Similarly, at important turning points in our life we take such important decisions which affect entire or major part of our life.

Decision-making is the selection based on some criterion from two or more possible alternatives

—Terry

कसौटियों के आधार पर दो या अधिक सम्भावित विकल्पों में किसी एक का चयन करना निर्णय है।

—टेरी

What is the difference between decision-making & decision?

निर्णय लेने व निर्णय में क्या अन्तर है ?

Here it must be understood clearly that decision-making and decision are different. Decision-making is a process adopted to arrive at some decision, while decision is the conclusion of the decision making process. Decision is thus a point often the ultimate one in decision-making process. It is the point where an option is selected finally.

Decision-making is a process that involves many steps, in which different works are done for the decision. Decision is the sum or conclusion or ultimate point of the entire decision making process. Situation of uncertainty ends with decision and certainty takes birth.

Can the future of a man or a team be changed by right or wrong decision?

☐ French team have won FIFA World Cup 1998 that was played in their own country France. Team's captain Zinedine Zidane was the man credited for

winning the championship for his country, he had made the impossible task possible, France in that year had defeated virtually invincible Brazil to become the champion.

Being the champion, France got a direct entry to FIFA world Cup 2002, which was hosted that year in Asia by Japan and Korea jointly.

In the first round France had to play matches against all the three teams in their group. Captain Zinedine Zidane had been injured in a practice match hence he could not play in the first two matches in the first round. Third match was very crucial for France, who had to win it in any case to qualify for the second round.

The coach and the captain had a parley between them. Though Zinedine Zidane was not fit fully, but the coach wanted him to play in the third match.

Third match was against Denmark. Zinedine Zidane did play in the match but not being fully fit he could not do much for his team. The man who had alone steered his team towards victory in 1998 could not even score a goal for being injured and unfit. France was knocked out of the race for world soccer tournament in the very first round. Later the coach and the captain admitted that they had made a blunder. Had there been another player in place of Zinedine Zidane they would have won the third match.

Can wrong decision change the fortune of the team

☐ *In this same Soccer World Cup 2002, decisive matches were played between the top teams of one group and the teams coming second in another group. Fifty-sixth match of the tournament was to be played at Deageon stadium between the host Korea and Italy. Match started at 2 O'clock local time. During*

the initial minutes Italy scored two goals at different times, but the linesman declared both the goals offside. Later on, replay on television revealed that those goals were not offside but because of human error they were declared offside and match continued. In the end both the teams were equal at 1:1. During the extra time, Korea scored a thrilling goal and qualified to the quarter finals while Italy were knocked out, all because of a human error.

Erroneously the linesman declared both the goals offside that caused Italy's ouster from the tournament, while their opponent Korea reached quarter final. One team had to lose, and the other won just because of a wrong decision. Likewise, a right or wrong decision may make or mar the future of a man.

Effect of Wrong Decision

- (1) We have all heard about Napoleon Bonaparte, who had dreamed to conquer the world. He had been launching attacks after attacks and winning wars after wars. But one wrong decision destroyed most of his army, and he had to retreat to save his life. In the winters of 1812, Napoleon Bonaparte decided to launch an attack on Russian army. The entire Russia was reeling under bitter cold. The bone chilling cold took off the courage of Napoleon's army. Most of his troops were killed and ultimately Napoleon was forced to retreat with his remaining forces.

Consequences of the war could have been different had he not taken that wrong decision.

- (2) Some historians maintain and feel that Maharana Pratap had taken a hasty decision in the Battle of Haldighati and launched a hurried attack on the enemy's army. Had Maharana Pratap not taken that decision and worked hastily in the Battle of Haldighati and not attacked the army of Raja Maan Singh he would not have to suffer the losses that followed.