

It is through the human experience that many people have inspired many other people on how anyone, anywhere can make a difference.

Differences can only be made through decisions

But such impactful decisions can only be born through experience, knowledge sharing and working together.



There is nothing more difficult and therefore more precious than to be able to decide

NAPOLEON BONAPARTE

History

- The 4-way test was developed in 1932 by Herbert J. Taylor when he was asked to take charge of a company facing bankruptcy.
- Taylor was assigned the task of saving the company. The company sold cookware and other household necessities but it owed its creditors more than its total assets.
- In order to overcome their competitors, Taylor decided that the company workers needed to have an outstanding character and service mind-set.
- The company already had a code of conduct but it was so long no one could possibly remember it. Taylor decided that they needed a practical test, that everyone could memorize and which did tell you what the answer was but prompted you to reach it on your own.

THE FOUR WAY TEST WAS BORN!

Is it the truth?

The truth is ...if you don't know don't say.





2

Is it fair to all concerned?

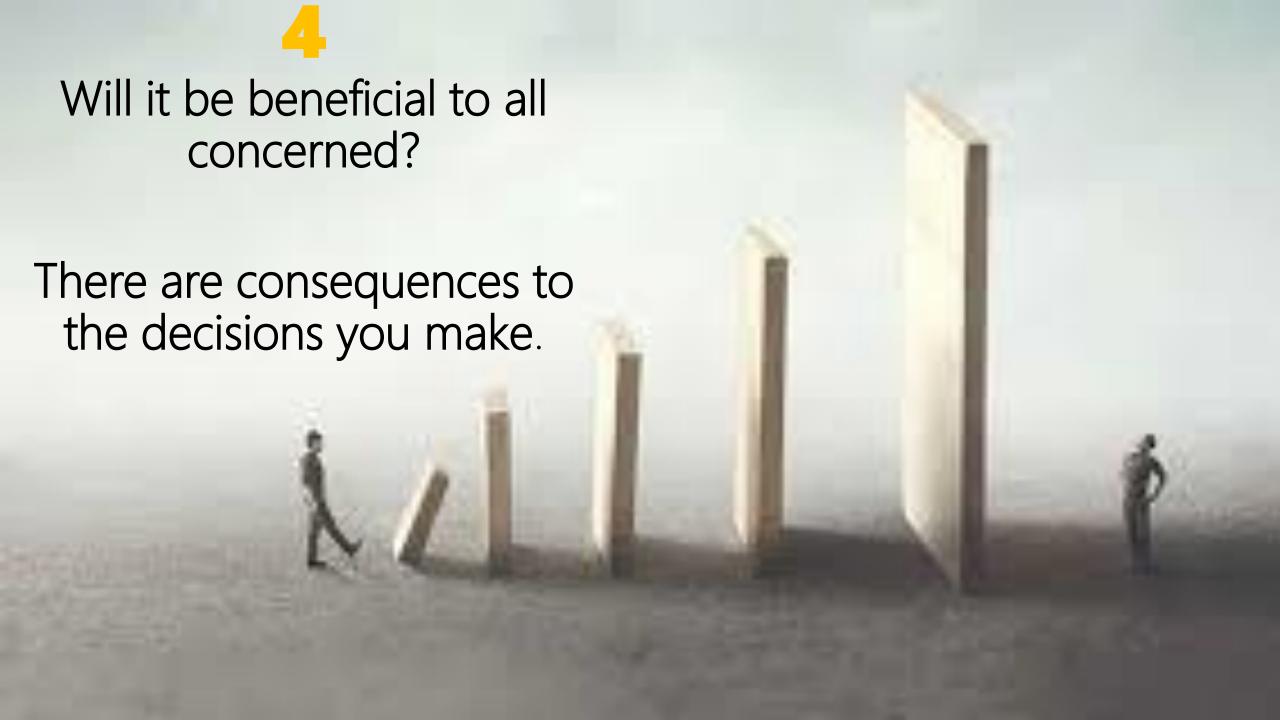
Fairness – the pillar of justice



Will it build goodwill and better friendships?

Let the past be the past and let it make you better and not bitter...





TIPS & TRICKS

Positive Mindset

One of the biggest problems when decision making is the fact that you have probably considered it all for the worst – go into the decision positively

Multiple Perspectives

It is almost impossible to consider a situation from every persons perspective – but you can at least try

Seek feedback

When faced with a difficult decision it is always best to turn to someone who you can trust and who may have valuable insight

TIPS & TRICKS

Make it a habit

Use the four-way test on a daily basis to address conflicts, negotiations or dilemmas

Keep learning

Embrace the opportunity to grow through each decision you make – see it as an opportunity and not a challenge

Avoid toxic people

The fastest way to break down growth is by allowing others to criticize it

THE STAGE HAS BEEN SET so go ahead and follow the 4 basic steps

1

2

3

4

Is it the TRUTH?

Is it FAIR to all concerned?

Will it build GOODWILL and better FRIENDSHIPS?

Will it be BENEFICIAL to all concerned?

