



## THE FIVE WHYS – A Decision Making Tool

Sometimes we get a bit stuck working through a decision or getting motivation with an issue that is seemingly simple to understand. And it's probably because we haven't thought it through at a deeper level. This is a tool that you can use in most situations to get unstuck and gain a deeper understanding of the issues involved. Here is an example.

### **Statement**

I want to change my job and work in a different company

### **Why 1?**

I can get paid more elsewhere

### **Why 2?**

Other companies values my skills

### **Why 3?**

My skills are important in their industry

### **Why 4?**

Other companies change with the times

### **Why 5?**

The company is growth orientated

So the understanding of the issue has changed significantly!