

Farm Business Management: The Fundamentals of Good Practice

Chapter 13: Decision and Management Processes

Tasks

1. Consider a relatively significant decision you have made recently. Explain the process you went through in coming to a decision. Could the process be improved?
2. Consider the decisions you make on a regular basis. Make a list. Taking each in turn, do you think them through, or does your intuition take over and produce a decision? Consider the significance of this process.
3. Are you a lazy decision maker? If so, why? If not, what motivates you?
4. List out five constructs you use in daily decision making. Explain each, and consider what might be their origins.
5. Think back to the last piece of new technology you introduced into your life where there was a choice. Outline the process you went through in deciding to invest in the technology. In hindsight, could you have improved on the process?
6. Describe and discuss the decision-making biases you know you exhibit (you are not perfect you know!). How can you be sure you are an accurate judge?
7. Consider farmers you know. What do you think are the most common biases you see them exhibiting? Can these biases be corrected, and if so, how?
8. Describe anyone you know who is a 'procrastinator'. Can you think why this should be the case? How might you approach rectifying the problem? And what about your own situation?
9. You are the chief extension officer in a rural district. Describe, with reasons, how you are going to go about improving the general level of decision making by the farmers in the operation of their farms.