Making decisions

This sequence is intended as a framework to be modified and adapted by teachers to suit the needs of a class group.

Resources needed

- Making consumer decisions – Worksheet
- Decision-making strategy – Visualiser
- Making government decisions – Group instructions

Suggested activity sequence

Part A: Making consumer decisions

1 As a class, brainstorm the factors that influence consumer decisions.

Examples

advertising/marketing	disposable income
age	environmental
convenience	considerations
culture	social media
customer service	peer pressure

2 Students complete part 1 of the *Worksheet*. This will require internet access.
Note: change the scenario to suit the interests and situations of students in the class.

3 Invite students to share the reasons for their decisions and record these on the board. Tally each reason to find the most popular.

4 Students write a short statement (no more than 150 words) explaining the major factors that influence the purchasing decisions of young people.

5 Display and explain the information on the *Visualiser*. The visualiser provides a step-by-step guide to using the PACED grid as a tool for decision-making. Explain each step as you display the visualiser.

6 Tell students that they will now apply this strategy to making a personal consumer decision.

7 Invite students to individually complete part 2 of the worksheet.

8 Use a reflection strategy for students to reflect on their learning, such as a *3-2-1* or *reflection pyramid.*

Part B: Making government decisions

1 Use a grouping strategy to organise students into groups of 4.

2 Groups follow the *Group instructions* to make a decision and engage in a discussion about their choice.

3 Groups share their statements with the class.

4 Invite students to individually reflect:

- How do the statements differ?
- What sort of a problem would this pose for any government and the people in the community?
- How important are people involved in the health sector, (and other parts of our community) to work to provide good feedback to the government to ensure the correct services are able to be offered?

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