

## Business Decision-Making Framework



### Identify the problem or need What do you do well?

“What are the possible ways in which Castrol could resolve the problem of driver injuries and fatalities on the road?”

### Research into the problem and possible solutions

Find out more background information about the case study by searching the internet. To help you with your research, read the worksheet “Freight transport in India”.

### Suggest solutions

Write down any ideas that come to mind from your research...

### Analyse the outcomes and solutions

Consider the advantages and disadvantages of each idea.



### Evaluate the outcomes and solutions

Select possible solutions to the problem and justify your choice. Now watch the video of BP's solution to the problem. Did you come up with a similar solution?

### Review skills, knowledge and understanding

Reflect on how you have used your skills, knowledge and understanding to solve this problem. Is there anything you would do differently next time? If you are pleased with your learning, link this exercise to your portfolio of enterprise learning.

### Set new targets

If appropriate, revise your personal targets for developing your enterprise skills.

