BPG

Breakthrough Performance Group, LLC

**Consensus Decision Making**

**Definition of Consensus** - A group reaches consensus when all members agree upon an alternative(s), and each group member can honestly say, “I believe that you understand my point of view and I understand yours. Whether or not I prefer this decision, I support it because it was reached fairly and openly, and it is the best solution for us at this time.”

**Guidelines on Reaching Consensus**

1. Listen: Pay attention to others.
2. Encourage participation.
3. Share information.
4. Don’t agree too quickly.
5. Don’t bargain or trade support.
6. Don’t vote.
7. Treat differences as a strength.
8. Create a solution that can be supported.
9. Avoid arguing blindly for your own views.
10. Seek a win-win-win-win solution.