

## Tool: Discussing Risk Attitudes

As you have seen, people’s risk attitudes will affect their behavior, choices, and decisions. It’s very important for you, as a project manager, to understand what their risk attitudes are. This worksheet will help you facilitate conversations with stakeholders, funders, customers, and team members about their risk attitudes. You can use this list of questions as a springboard in meetings or planning sessions, as needed and as it’s appropriate to do so.

For stakeholders, funders, team members, and customers, as appropriate:

- How comfortable are you with risk in general?
- How comfortable are we, as a group, with risk in general?
- How comfortable or tolerant of risk are you in terms of this particular project?
- How comfortable are you looking at new opportunities?
- Is it easy for you to envision the potential benefits that might be associated with opportunities?

Risk-Averse	Risk-Tolerant	Risk-Neutral
<ul style="list-style-type: none"> <li>• Generally not comfortable with uncertainty</li> </ul>	<ul style="list-style-type: none"> <li>• Comfortable with uncertainty</li> </ul>	<ul style="list-style-type: none"> <li>• May be a little more balanced in looking at risks and rewards</li> </ul>
<ul style="list-style-type: none"> <li>• Will find situations with significant ambiguity challenging</li> </ul>	<ul style="list-style-type: none"> <li>• May underestimate the scale of the risks that are present</li> </ul>	<ul style="list-style-type: none"> <li>• May be able to look at the situation more realistically</li> </ul>
<ul style="list-style-type: none"> <li>• Will take a more aggressive stance to try to mitigate risk</li> </ul>	<ul style="list-style-type: none"> <li>• May not prepare adequately to address those risks</li> </ul>	
<ul style="list-style-type: none"> <li>• Will try to not choose options that have substantial risk</li> </ul>	<ul style="list-style-type: none"> <li>• May undervalue mitigation efforts</li> </ul>	
	<ul style="list-style-type: none"> <li>• May also underestimate the scope of work it might take to capitalize on an opportunity</li> </ul>	