

DECISION MAKING

Z MODEL - MBTI

SENSING

KEY CONTRIBUTIONS:

- Gathers facts and data and specific details
- Applies and builds on past experiences
- Hands on
- Aware of what is realistic and achievable



INTUITION

KEY CONTRIBUTIONS:

- Looks for connections between problem at hand and other problems/factors
- Looks for novel approaches and big picture
- Uses hunches and intuition
- Applies theories



THINKING

KEY CONTRIBUTIONS:

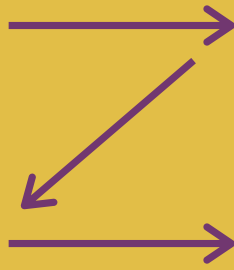
- Applies logic
- Looks at information in an objective way
- Looks for rules and principles
- Focuses on the task



FEELING

KEY CONTRIBUTIONS:

- Focuses on the process
- Measures against personal values
- Looks at individuals and group commitment
- Focuses on relationships and people



SENSING

QUESTIONS TO ASK YOURSELF:

- What are the facts?
- What have you, or others done to solve similar issues?
- What steps were taken in the past to resolve this problem?
- What outside factors and details should you consider?
- What resources do you have available?
- What position are you currently in and how does it affect your decision?

THINKING

QUESTIONS TO ASK YOURSELF:

- What are the pros and cons of each course of action?
- If you apply logic to the data you have, which decision makes the most sense?
- What impact would deciding on each option have on other priorities?
- What are the consequences of not deciding and acting?
- Would this option apply fairly and equally to everyone?

INTUITION

QUESTIONS TO ASK YOURSELF:

- What other ways are there to look at this?
- What are the implications to larger and future issues?
- If there were no restrictions, what would you do?
- What have you overlooked from previous decisions?
- What are other ways to look at this?
- What theories address this kind of problem?

FEELING

QUESTIONS TO ASK YOURSELF:

- How does each option fit in with my personal values and life in general?
- How will the people involved be affected?
- How will each option contribute to harmony and positive interactions?
- How can I support people with this decision?
- What is the most important to you?