

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