

## Quick Tips: How Different Types Approach Decision Making

Below you will find some tips on how each type preference approaches a decision-making opportunity.

### To those preferring Extraversion

- Want to identify others who could be involved in the decision.
- Want to explore the opportunity in broad terms.
- Seek clarity about goals and assumptions through group discussion.

### To those preferring Introversion:

- Want to be sure that they need to be involved in the decision.
- Want to explore the opportunity in depth.
- Seek clarity about goals and assumptions through discussion with one or two others.

### Sensing Types:

- Look at what is happening right now.
- Seek experienced counsel first.

### Intuitive Types:

- Assume a process already exists.
- Look at what might be possible.
- Seek visionary counsel first.
- Assume a process will present itself.

### Thinking Types:

- Conduct an objective analysis of what decision needs to be made.
- Want the decision-making process to address concerns about policy and procedure.
- Anticipate that critique will be necessary.

### Feeling Types:

- Conduct a personal analysis of what decision needs to be made.
- Want the decision-making process to address concerns about people and relationships.

### Judging Types:

- Anticipate that caring will be necessary.
- Want to know that someone will be empowered to decide.
- Resist going forward without guidelines or parameters.
- Analyse risks in order to limit surprises.

### Perceiving Types:

- Want to know that no one will be rushed to decide.
- Resist narrowly defining the issue or process.
- Analyse risks in order to exploit opportunities.

Source: *Introduction to Type® and Decision Making*, Katherine W. Hirsh, Elizabeth Hirsh (2007)

Now consider how you approach your decision making opportunities. To learn more about Myers-Briggs® type and decision making, please read *Introduction to Type® and Decision Making* (2007) by Katherine W. Hirsh, Elizabeth Hirsh, published by CPP, Inc.

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