Starting point

1 Think of one or two good decisions you have made. How much were you guided by facts and figures? How much did you follow your intuition?

2 Does having more time to think produce better decisions? Or do you decide faster *and* more wisely when under pressure?

Working with words | Personality and decision-making

1 How much do you think our personalities affect our decision-making?

2 Read this text about personality and decision-making. Which personality type …?
   1 thinks it's important to be on time
   2 enjoys an argument
   3 finds it hard to concentrate on one thing at once
   4 is more interested in the future than the past

ALL IN THE MIND

Are you an extrovert or an introvert?

Extroverts are often **outgoing** and enthusiastic. They are good with people and enjoy a public role. They prefer to do lots of things at once and can be easily distracted. They're talkers rather than listeners and can be **impulsive**.

Introverts are often **self-contained** and reserved. They can be very **focused** when working on tasks and prefer to focus on one thing at a time. They are good listeners, they think before they act and prefer to be behind the scenes.

Are you a sensor or an intuitive?

Sensors are often sensible and **pragmatic**. They are good on details and remembering facts and specifics. They are reliable and **methodical** and work at a steady pace. They trust their own experience and use established skills.

Intuitives are often energetic and **creative**. They like to focus on the big picture and on future possibilities. They like things that are new and different and prefer to learn new skills. They are **thoughtful** when making decisions and trust their instincts.

Are you a thinker or a feeler?

Thinkers usually take a **rational** approach to decision-making and prefer to remain **detached**. They are honest and direct, valuing fairness. They can be ambitious and critical. They take few things personally and like arguing and debating issues for fun.

Feelers are often **instinctive** in their decisions rather than relying on facts or reasons. **Tactful** and diplomatic, they avoid arguments and take many things personally. They appear warm and friendly, like to be appreciated and are good at complimenting others.

Are you a judger or a perceiver?

Judgers often make decisions easily and quickly. They appreciate plans, rules and schedules and are usually punctual. They are **determined**, keep to their deadlines and like to complete projects. They are serious and **conventional**, and like decisiveness in others.

Perceivers are often **indecisive**; they like to be **flexible** and to keep their options open. Being unconventional, they dislike rules and deadlines. They like to start projects and prefer to play now and work later.
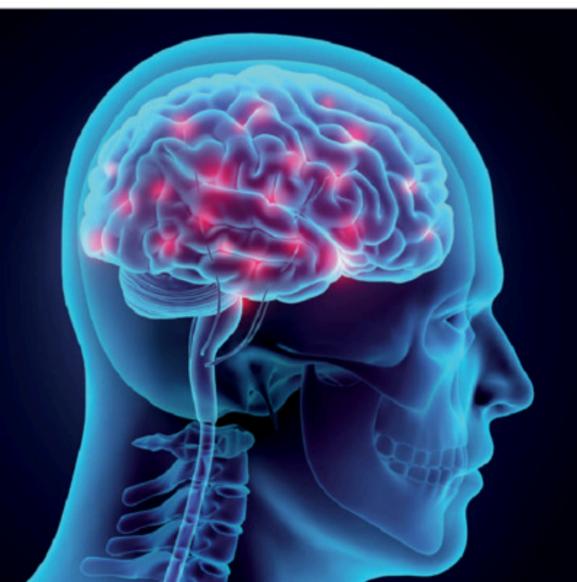
3 Match the adjectives in **bold** in the text to the statements 1–16.
1 I am not influenced by other people or my emotions. _detached_
2 I do things in a careful and well-ordered way. _____
3 I find it hard to make up my mind about things. _____
4 I focus on what I want to do and don't let anyone stop me. _____
5 I do things based on my own feelings. _____
6 I am happy to change my plans when necessary to suit my friends. _____
7 I am confident and friendly. _____
8 I like to think about things carefully. _____
9 I can produce new things using my imagination. _____
10 I do what is normal and acceptable. _____
11 I make decisions objectively. _____
12 I don't do things that will upset or annoy people. _____
13 I depend on myself. _____
14 I pay careful attention to what I'm doing. _____
15 I do things as I think of them without considering the consequences. _____
16 I like to find practical solutions to problems. _____

4 Work with a partner. Choose five of the adjectives in **3** and explain what kind of people you like to work with and why. Then choose another five adjectives and explain what kind of people you don't like to work with and why.

5 Work with a partner.
1 Find things in the text that the personality types:
   a are good at/with   b like/prefer to do
2 What are you good at/with? How do you like/prefer to approach decision-making?

6 Decide which personality type you are most like in each section in the text in **2**.
1 Write down the first letter of the type you choose in each section:
   • extrovert (E) or introvert (I)? ___   • thinker (T) or feeler (F)? ___
   • sensor (S) or intuitive (N)? ___   • judger (J) or perceiver (P)? ___
2 Turn to page 139 to find out what your choice reveals about you.
3 Share the information with a partner. Say if you agree or disagree with it and why.

7 ▶6.1 Listen to four people talking about decision-making. Which personality type best applies to each speaker?
Speaker 1: extrovert (E) or introvert (I)? ___
Speaker 2: sensor (S) or intuitive (N)? ___
Speaker 3: thinker (T) or feeler (F)? ___
Speaker 4: judger (J) or perceiver (P)? ___

8 Match the verbs in A to the noun phrases in B to make phrases from **7**.

A		B	
weigh up	consider	(my) own judgement	different perspectives
delay	have confidence in	my decision	all the options
rely on	get	two things	my instincts
trust	decide between	feelings	information

9 Work with a partner. Use the phrases in **8** to talk about the way you made one or two recent decisions in or out of work.

➤➤ For more exercises, go to **Practice file 6** on page 116.

10 Work with a partner. What personality types would be most suitable for these jobs and why?
• sales manager
• website designer
• human resources manager
• office administrator
• accounts controller
• training consultant

Tip | *good at/with*
Use *good at* to talk about a skill or activity.
*Marc is **good at** languages / speaking Italian.*
Use *good with* to talk about using something or dealing with someone.
*Joel is **good with** computers / people.*