

# Decision Making using MBTI



When it comes to making decisions it is important to not only think about the facts but consider the human side to a decision. MBTI is a tool which promotes an understanding of others' preferences for communicating and operating. It also provides a useful framework to ensure you consider all aspects when making decisions. This is frequently called the "Z Model" for decision making. Using this model ensures that you consider every aspect of a decision.

**Sensing**

*What do the facts tell us?*

**Intuition**

*What might be future consequences?*

**Thinking**

*What are the objective criteria to make this decision?*

**Feeling**

*What impact will this have on others?*



## Step 1: Sensing

The first step is to use the “sensing” preference to gather facts, data and specific detail about the situation.

Consider:

- Have you been in a similar situation before? If not, who might have been? How did the process go previously and what can you learn from this?
- What position are you currently in, and how does that influence the decision?
- What factors are on your side and how does this relate to the situation?
- What is going against you that you might need to think about?
- What outside factors and details play a part in the decision?

## Step 2: Intuition

Using the “intuition” preference is all about considering future possibilities and the big picture of the decision.

Think about:

- What are all the possibilities for the decision? Think outside the box and remove all restrictions even if they seem unrealistic.
- What connections do the possibilities have to each other? Do they have a common theme? Do they relate to personal values?
- What have you overlooked from previous decisions? What areas might you be avoiding?
- How will the possible decisions impact the future?



## Step 3: Thinking

After gathering all the necessary information using your “sensing” preference, using the “thinking” preference will help you examine the information in an objective way.

Ask yourself:

- If an acquaintance were trying to make this decisions and you were looking at the information as an outsider, what would you advise them to do?
- What are the pros and cons of your options?
- If one or your preconceived notions about the decision is proven wrong, are you open to changing the decision accordingly?
- If you place more weight on logical data than relationships, which decision makes the most sense? Is this enough to sway your decision in a particular direction?

## Step 4: Feeling

Finally the “feeling” preference enables you to think about how the decision fits with your personal values, impacts relationships and people and how much weight each possibility carries for you.

Think about:

- What is most important to you? Maybe your pro/con lists have equal numbers – do some pros and cons outweigh others?
- How do the possible outcomes fit into your values and life?
- How do you feel about each possible outcome, and how do you believe you would feel about each after the fact?
- How would each possibility impact others involved?