

# Decision-Making Worksheet

Isabel Myers believed that good decision making could be viewed as a sequential use of the four functions or processes – from Sensing and iNtuition data gathering to Thinking and Feeling judgments. Because we have preferences, we are more likely either to go to those functions or at least spend more time using them during the decision making process.

Use the following questions to help remind you to balance your decision-making process, both as an individual and in groups.

## ***Data- Gathering***

### **Sensing**

- What is the problem we are solving?
- What are the facts that describe the situation?
- What does the past tell us?
- What relevant experience do others have that we could learn from?
- What are the important details to focus on?
- What ideas are most practical?

### **Intuition**

- What are the possibilities or options for what we do?
- What ideas or approaches would be most innovative?
- What are the implications or themes in the data?
- What might happen if a new solution is not adopted?
- What does this problem or any of the solutions remind me of?
- What ideas or possibilities have never been tried or even talked about?
- Are there relevant theories or ideas to help with our understanding?
- What's the big picture?

## ***Decision-Making***

### **Thinking**

- What are criteria necessary for a good decision?
- What are the logical consequences of each option?
- What options come out ahead in a pro and con match up?
- What is the most profitable and/or logical solution?
- What is the truth?
- If we cared nothing about sparing anyone's feelings, what solution should we choose?
- What solution would bring the most clarity to the issue or problem?
- What solution would produce the most long-lasting result?

### **Feeling**

- What is the personal impact of the various options on each of us?
- What is the personal impact of the various options on other stakeholders?
- What solution would support or please the most people?
- What approaches or solutions would best project our personal and/or group values?
- Who else do we need to collaborate with and in what ways?
- Which solution will promote maximum acceptance and ownership?
- What actions can I take to include more people in my/our process?