

## THINKER VS. FEELER IN DECISION-MAKING

Answer the following questions to understand how you view the role of logic and emotion in decision-making. Rate the following statements on a scale of 1 to 5, with 1 being “not like me at all” and 5 being “just like me.”

Quiz	Rating
1. When I approach a decision, my first inclination is to make a list of pros and cons.	
2. I can feel tension between two people almost immediately.	
3. A person can think their way into any decision, as long as they are willing to be objective.	
4. I usually feel bad or guilty whenever I have to confront someone or someone disagrees with me.	
5. If it's not logical, it's not valid.	
6. Even when the other party tells me that they aren't emotional about a decision, I often interpret their behavior as negative or dismissive.	
7. When I'm in a conflict, the first thing I do is seek the logical explanation for the issue.	
8. Whether in love or war, thought leads the way and emotions follow.	
9. The tone in which something is said is as important as what's being said.	
10. When someone is hurt or sad, my first reaction is to support them emotionally.	

Scoring	Total
Tally your total from questions 1, 3, 5, 7, and 8. <i>A score of 20 or more indicates you have a strong Thinking orientation. Similar scores in both boxes indicate a balance between Thinking and Feeling.</i>	
Tally your total from questions 2, 4, 6, 9, and 10. <i>A score of 20 or more indicates you have a strong Feeling orientation. Similar scores in both boxes indicate a balance between Thinking and Feeling.</i>	