



# YOUR DECISION- MAKING STYLE

## HAVE YOU EVER ANALYZED HOW YOU APPROACH DECISIONS?

Over the years, you have developed a personal decision-making style or set of behaviors that you use when confronted by a decision situation. Some styles are effective, while others may be counterproductive. You may use one style in major decision-making situations (e.g., choosing a major, buying a car) and a different style for smaller ones (e.g., what to wear, what to buy in the grocery store).

Decision theorist William Coscarelli determined that how you gather information and how you analyze it after you have collected it are important determinants of your decision-making style.

- **YOU GATHER INFORMATION EITHER SPONTANEOUSLY OR SYSTEMATICALLY.**
- **YOU ANALYZE IT EITHER INTERNALLY OR EXTERNALLY.**

Use the following definitions to determine whether you gather information in either a spontaneous or systematic way:



### SPONTANEOUS

You make a decision quickly because it feels right; you know you can change it easily.



### SYSTEMATIC

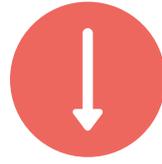
You collect all the necessary information first and then methodically weigh all the pros and cons before deciding.

Use the following definitions to determine whether you analyze information in either an external or internal way:



### EXTERNAL

You talk with many people whose judgment you trust.

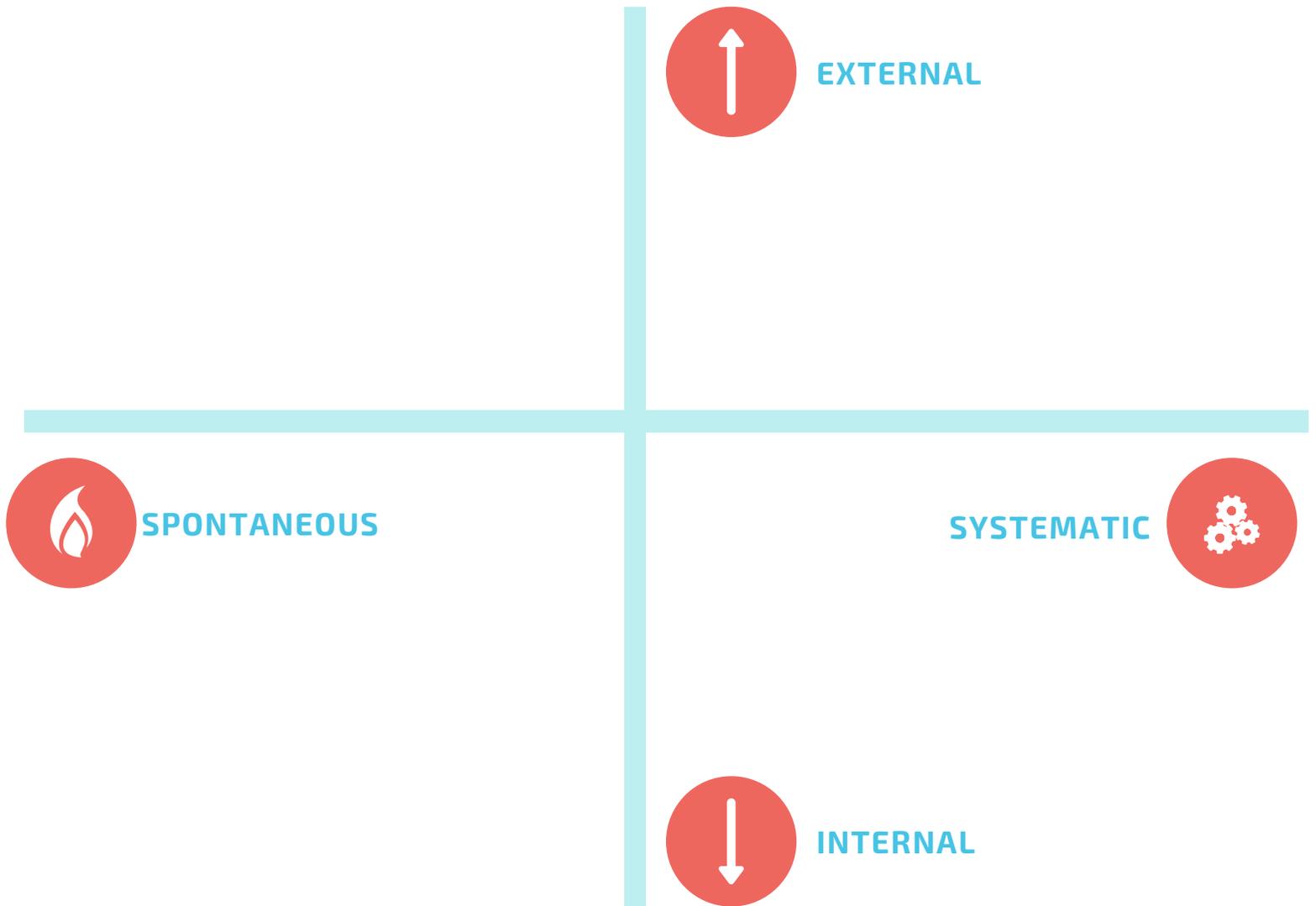


### INTERNAL

You think about and come to a decision on your own.



## WHERE WOULD YOU PLOT YOURSELF ON THIS CONTINUUM?



## WHICH DECISION MAKING STYLE ARE YOU?

What does that say about how you tend to gather and analyze information?

What does it tell you about how you need to go about the major exploration process?



**NOW APPLY THIS TO A MAJOR BY CREATING A PROS/CONS LIST BELOW:**

**PROS**



**CONS**

**ARE THERE ANY CONS THAT CAN BE MOVED TO MIDDLE GROUND?**

Notice below there are three columns. Start by rewriting your Pros and Cons in the appropriate columns and then see if you can move any Cons into the middle column, thereby moving them out of Cons. For example, if you're worried about the math requirement for a major, consider taking math at a community college and transferring it in. This moves the Con to the middle column.

**PROS**



**MIDDLE GROUND**



**CONS**