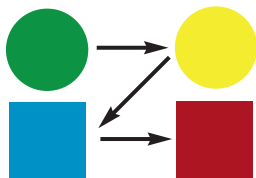


Mini Guide

Integrated Decision Making Using the Z-Problem Solving Model



1. Spot the problem and see it realistically using Sensing Perception.
2. Open up possibilities and see the big picture using Intuitive Perception.
3. With Thinking Judgment, weigh the alternatives to find what makes sense.
4. With Feeling Judgment, look at the impact on people and what feels right.
5. Make a final decision and implement.
6. Evaluate; what did you leave out?

Introverted Sensing

How are my stored experiences informing me about the present?

- Have we seen this before and how is it different?
- What did we do and what was the outcome?
- How can we build on past successes?



Extraverted Sensing

What is coming my way and what immediate action will I take?

- What is the current situation?
- What are the facts and details?
- What actions should we take right now?



Introverted Intuition

How are my insights shifting my perspective of what's to come?

- What are our hunches about the situation?
- What do we envision for our future?
- What meaning might our vision hold for us?



Extraverted Intuition

What patterns are emerging and what could they mean for the future?

- What are the possibilities and options?
- How do the options link together to lead us to a decision?
- What can we do to generate excitement and buy-in for our decision?



Introverted Thinking

What is the most precise and refined answer?

- What principles or frameworks can we apply for a solution?
- How can we best categorize the data?
- What other angles do we need to consider?



Extraverted Thinking

What is the most clear-cut and efficient course of action?

- What are our goals?
- What is the most expedient way to meet our goals?
- What resources are needed and who will do what by when?



Introverted Feeling

Will this decision sustain who I am?

- What is the right thing to do?
- What is important to consider?
- What outcome can we commit to with integrity?



Extraverted Feeling

What is the most harmonious decision?

- Has everyone had a voice in the process?
- What can we all agree on?
- How will the decision impact those involved?



the people skills group

people • potential • possibilities