

APPENDIX A
GENERAL DECISION-MAKING STYLE INSTRUMENT

Listed below are statements describing how individuals go about making important decisions. Please indicate whether you agree or disagree with each statement.

		Strongly Disagree	Somewhat Disagree	Neither Agree nor Disagree	Somewhat Agree	Strongly Agree
1	I double-check my information sources to be sure I have the right facts before making a decision (R)	1	2	3	4	5
2	When making a decision, I rely upon my instincts (I)	1	2	3	4	5
3	I often need the assistance of other people when making important decisions (D)	1	2	3	4	5
4	I avoid making important decisions until the pressure is on (A)	1	2	3	4	5
5	I generally make snap decisions (S)	1	2	3	4	5
6	I make decisions in a logical and systematic way (R)	1	2	3	4	5
7	When I make decisions, I tend to rely on my intuition (I)	1	2	3	4	5
8	I rarely make important decisions without consulting other people (D)	1	2	3	4	5
9	I postpone decision making whenever possible (A)	1	2	3	4	5
10	I often make decisions on the spur of the moment (S)	1	2	3	4	5
11	My decision making requires careful thought (R)	1	2	3	4	5
12	I generally make decisions that feel right to me (I)	1	2	3	4	5
13	If I have the support of others, it is easier	1	2	3	4	5

for me to make important decisions (D)

14	I often procrastinate when it comes to making important decisions (A)	1	2	3	4	5
15	I make quick decisions (S)	1	2	3	4	5
16	When making a decision, I consider various options in terms of a specific goal (R)	1	2	3	4	5
17	When I make a decision, it is more important for me to feel the decision is right than to have a rational reason for it (I)	1	2	3	4	5
18	I use the advice of other people in making my important decisions (D)	1	2	3	4	5
19	I generally make important decisions at the last minute (A)	1	2	3	4	5
20	I often make impulsive decisions (S)	1	2	3	4	5
21	I explore all of my options before making a decision (R)	1	2	3	4	5
22	When I make a decision, I trust my inner feelings and reactions (I)	1	2	3	4	5
23	I like to have someone to steer me in the right direction when I am faced with important decisions (D)	1	2	3	4	5
24	I put off making many decisions because thinking about them makes me uneasy (A)	1	2	3	4	5
25	When making decisions, I do what seems natural at the moment (S)	1	2	3	4	5

R= rational, I=intuitive, D=dependent, A=avoidant, S=spontaneous

Please, sum your answers per questions:

- R=1+6+11+16+21 = _____
- I=2+7+12+17+22 = _____
- D=3+8+13+18+23 = _____
- A=4+9+14+19+24 = _____
- S=5+10+15+20+25= _____

The highest score defines your dominant DM style!