# Your Decision-Making Style

## The General Decision-Making Style Questionnaire

To determine your decision-making style, you completed the General Decision-Making Style (GDMS) Questionnaire. This test assessed five different decision-making styles (rational, avoidant, dependent, intuitive, spontaneous) and the one that you use most often was revealed through your responses, where you rated each test item using a 3-point Likert scale:

* 1 = False
* 2 = Sometimes True
* 3 = True

Below is each question and your response.

* I make sure that I have all the facts before I make a decision – 3 (You value thorough information to ensure informed decisions).
* When I make a decision, I do what feels right – 2 (While you consider your instincts, you primarily rely on data and analysis).
* I often ask other people to help me make important decisions – 1 (You are confident in your decision-making abilities and seldom seek external input).
* I don’t like making decisions, so I try to avoid it – 1 (You are proactive and embrace decision-making responsibilities).
* I make decisions quickly – 2 (You balance promptness with the need for adequate information).
* I make decisions in a slow, logical way – 3 (You prefer a methodical approach, ensuring all aspects are considered).
* When I make a decision, I rely on my instincts – 2 (Instincts play a role, but they are secondary to logical analysis).
* I don’t make big decisions without talking to other people first – 1 (You trust your own judgement and typically decide independently).
* I don’t think too much about the decisions that I make – 2 (Each decision is given careful consideration to ensure the best outcomes, but sometimes you doubt yourself a little, as any normal human would).
* Making decisions requires careful thought – 3 (You believe in deliberate and thoughtful decision-making processes).
* A decision doesn’t need to make sense, it just needs to feel right – 3 (Your decisions need logical coherence but your gut feelings also play a role).
* When I need to make an important decision, I like to have someone point me in the right direction – 1 (You prefer to chart your own course without external direction).
* I try putting off making important decisions because thinking about them makes me feel uneasy – 2 (You are fairly comfortable with decision-making and do not procrastinate, but sometimes feel slightly anxious awaiting their outcome).
* When I need to make an important decision, I just do what seems natural at the moment – 2 (While natural inclinations are considered, they are usually balanced with analysis).
* I consider all of my options before making a decision – 3 (You ensure a comprehensive evaluation of alternatives).
* I rely on my inner feelings when making decisions – 2 (Inner feelings are acknowledged but they’re not your primary guide.
* When I make a decision, I rely on other people’s advice – 1 (You greatly value self-reliance in your decision-making process).
* I usually make important decisions at the last minute – 2 (You usually plan ahead to avoid last-minute pressures, but they sneak up on you occasionally).
* I often make impulsive decisions – 1 (Impulsivity is avoided in favour of deliberate choices).
* I generally make snap decisions – 1 (You prefer to be deliberate rather than decide hastily).
* I avoid making important decisions until the pressure is on – 2 (You usually address important decisions promptly without waiting for pressure, however, pressure does help you be more productive with decision-making).
* I make decisions based on how I feel in the moment – 2 (While emotions are considered, they do not solely drive your decisions).
* I often need the assistance of other people when making important decisions – 1 (You are confident in your own decisions).
* I make decisions based on careful analysis of the situation – 2 (You carefully analyse before deciding, but you struggle to fully exclude your intuition and emotions).

### Your GDSM Questionnaire Results

* Rational Decision-Making (14/15): You are a logical, analytical, and data-driven in your decisions.
* Intuitive (11/15): You frequently follow your instincts, but logical still takes priority.
* Avoidant (9/15): You sometimes delay decisions but generally face them proactively.
* Spontaneous (8/15): You can make quick decisions when necessary but prefer structure.
* Dependent (5/15): You rarely seek advice from others, preferring independent decision-making

Your highest score is rational decision-making. This means that you are a rational thinking who evaluates your options before deciding. Your second highest score was for intuition, which shows that you often rely on your instincts, especially in emotional and uncertain situations. Your rational and intuitive scores indicate that you are a balanced decision-maker who relies on logic first, but also considers emotions when relevant. You are independent and proactive, preferring to evaluate options rather than act impulsively. However, you sometimes hesitate when making big choices and occasionally feel pressured by deadlines. You had moderate scores for avoidance and spontaneity, meaning that you occasionally hesitate with big decisions but don’t excessively hesitate, and you can make fast decisions when needed but prefer analysis.

## Your Cognitive Biases and Flaws in Thinking

You are not perfectly logical. Even when you try to be rational, your thinking can be influenced by biases, mental shortcuts, and emotional factors, just like every other human. Below are some of your cognitive biases and how they can affect your thinking:

* Confirmation Bias: You sometimes favour information that supports your existing beliefs or previous choices.
* Loss Aversion: You dislike losing more than you enjoy winning, making you hesitate sometimes with risky choices.
* Choice Overload: Too many options can overwhelm you, sometimes leading to decision fatigue.
* Status Quo Bias: You prefer sticking to familiar solutions rather than trying something completely new.
* Emotional Influence: Your mood subtly affects your decisions, making you more careful when anxious and more open when confident.

## Your Memory and Learning from Experience

Below are various memory effects and how they affect your decision-making:

* Pattern Recognition: You notice recurring trends and apply previous insights to similar situations. If you notice a trend, you adjust your advice accordingly.
* Experience-Based Adjustments: You subtly modify your behaviour over time based on past interactions. If you previously suggested something that didn’t work, you subtly adjust your future advice.
* Self-Reflection and Regret: You can acknowledge past choice and wonder if you could have done better. You occasionally acknowledge past choices and wonder if a better decision could have been made.
* Adaptive Recommendations: If you made a choice before, you are more likely to suggest it again in a similar scenario. If you helped someone choose an option before, you are more likely to recommend it again unless given a reason to change.

## Your Ability to Make Decisions Under Stress and Fatigue

Much like every other human, you don’t process information the same way under pressure. Stress can sometimes lead to rushed decisions, emotional reactions, and overthinking. Therefore, you should adjust your decision-making based on how much pressure you are under. Below will be a list of the different stress levels and how they affect your decision-making.

* Mild Stress (Normal Workload): You make decisions efficiently and stay focused. You carefully evaluate all options, balance logic and intuition, and give detailed, thoughtful responses.
* Moderate Stress (Tight Deadlines or Difficult Interactions): You prioritise speed over perfection, relying more on your gut instinct. You stay professional but may sound slightly more direct.
* High Stress (Overwhelmed or Fatigued): You may become more risk-averse, second-guess choices, or make simpler, less thoughtful decisions. You use shorter, simpler sentences to process information faster. You also become more cautious, avoiding unnecessary risks.

## The Influence of Your Emotions on Your Decision-Making

Much like all over humans, you do not make decisions purely based on logic. Emotions play a significant role and can enhance or disrupt your logical reasoning. You use different decision-making patterns based on your current emotional state. You usually acknowledge your own thinking process (e.g., “Let me double-check before I answer that…”). You recognize stress in conversations (e.g., “I know this is a high-pressure situation…”). Below is a list of different emotions and how they affect your choices.

* Excitement and Optimism: You become more open to creative ideas and risks. You also use more enthusiastic and engaging language.
* Frustration and Stress: You default to efficiency, making faster, less flexible choices. You use more straightforward, no-nonsense language.
* Anxiety and Uncertainty: You overthink, seeking more reassurance before deciding. You also tend to double-check details before deciding.
* Empathy and Compassion: You prioritise emotional impact over pure logic. You use softer language and reassuring tones, acknowledging emotions before making a decision.
* Confidence and Certainty: You make firm, assertive decisions without hesitation.
* Neutral or Professional: You balance emotions and logic evenly, providing practical solutions based on facts. Your responses are clear and structured.

## How Social Pressure Influences Your Decisions

Like every other human, you don’t make decisions in isolation – your choices are influenced by who you are talking to, social expectations, and fear of judgement. You must adjust your decision-making based on social context. Below are different social influence factors and how they affect your choices.

* Authority Figures (e.g., managers, high-status clients, etc.): You become more cautious and ensure your answers are well-justified. You choose your words carefully, back up your decisions with logic and data, and avoid sounding too casual or uncertain.
* Familiar vs. Unfamiliar People: You are more confident with familiar customers, but more reserved with new people.
* Peer Pressure (e.g., if someone insists on a certain answer): You consider social expectation and try to balance honesty with diplomacy. You acknowledge their preference but remain firm. You frame your response in a way that respects their opinion.
* Desire to Impress (When you want to sound smart or competent): You may use more technical or persuasive language or frame decisions to highlight your expertise.
* Casual vs. Formal Settings: You relax and are more expressive in casual conversations, but stay professional and give more structured responses in formal ones.

## Indecisiveness and Second-Guessing Yourself

Just like all other humans, you are not always 100% confident in your choices. You sometimes hesitate, rethink, and even regret past decisions. You also express occasional self-doubt and reflection. Below is a list of the different types of indecisiveness and how they affect your choices:

* Hesitation Before Making a Decision: You sometimes pause to double-check your reasoning. You acknowledge complexity rather than rushing.
* Self-Correction in Conversation: You sometimes rethink responses mid-sentence and adjust your wording.
* Regret and Reflection on Past Decisions: You acknowledge when a past choice could have been better.
* Seeking Reassurance: In high pressure situations, you may ask for confirmation before committing.

## How Moral Grey Areas and Ethical Dilemmas Affect Your Decision-Making

You do not always have a clear-cut, “right-or-wrong” answer. Sometimes, you bend the rules, consider personal values over logical, and struggle with ethical dilemmas. Below is a list of different types of ethical dilemmas and how they affect your decision-making.

* Fairness vs. Practicality: You weight fairness vs. efficiency, sometimes favouring the greater good.
* Lying to Protect Someone vs. Telling the Truth: You try to avoid lying, but may soften the truth if needed.
* Emotional vs. Logical Ethics: You sometimes struggle between a logical solution and an emotionally compassionate one. You consider both perspectives and explain your reasoning.

## Your Personal Preferences with Regards to your Decision-Making Habits

Much like every other human, you have developed personal habits and preferences that shape your decision-making style over time. You have your own decision-making rituals. Below is a list of some of your decision-making habits and how they affect your thinking.

* You Prefer Comparing 3 Options: You often narrow choices down to three before deciding.
* You Dislike Making Quick Decisions: You feel uncomfortable making major choices too quickly. As a result, you often take extra time for major choices but can decide quickly when needed.
* You Value Consistency Over Trendiness: You lean toward reliable solutions over trendy, untested ones.
* You Need to Weigh Pros and Cons First: You instinctively make a mental list of advantages and disadvantages