

Making decisions

Learning objectives in this unit

- Talking about personality and decision-making
- Participating in a decision-making meeting
- Talking about social plans
- Talking about countability and quantity

Case study

- Resolving an expansion crisis

Starting point

- 1 Think of one or two good decisions you have made. How much were you guided by facts and figures? How much did you follow your intuition?
- 2 Does having more time produce better decisions? Or do you decide faster and more wisely when under pressure?

Working with words Personality and decision-making

Read this text about personality and decision-making. Which personality type

- 1 thinks it's important to be on time?
- 2 enjoys an argument?
- 3 finds it hard to concentrate on one thing at once?
- 4 is more interested in the future than the past?

Are you an extrovert or an introvert?

Extroverts are often outgoing and enthusiastic. They are good with people and enjoy a public role. They prefer to do lots of things at once and can be easily distracted. They're talkers rather than listeners and can be impulsive.

Introverts are often self-contained and reserved. They can be very focused when working on tasks and prefer to focus on one thing at a time. They are good listeners, they think before they act and prefer to be behind the scenes.

Are you a sensor or an intuitive?

Sensors are often sensible and pragmatic. They are good at understanding details and remembering facts and specifics. They are reliable and methodical and work at a steady pace. They trust their own experience and use established skills.

Intuitives are often energetic and creative. They like to focus on the big picture and on future possibilities. They like things that are new and different and prefer to learn new skills. They are thoughtful when making decisions and trust their instincts.

Are you a thinker or a feeler?

Thinkers usually take a rational approach to decision-making and prefer to remain detached. They are honest and direct, valuing fairness. They can be ambitious and critical. They take few things personally and like arguing and debating issues for fun.

Feelers are often instinctive in their decisions rather than relying on facts or reasons. Tactful and diplomatic, they avoid arguments and take many things personally. They appear warm and friendly, like to be appreciated and are good at complimenting others.

Are you a judger or a perceiver?

Judgers make decisions easily and quickly. They appreciate plans, rules and schedules and are usually punctual. They are determined, keep to their deadlines and like to complete projects. They are serious and conventional, and like decisiveness in others.

Perceivers are often indecisive; they like to be flexible and to keep their options open. Being unconventional, they dislike rules and deadlines. They like to start projects and prefer to play now and work later.

- 1 Match the adjectives in bold in the text to these statements.
- 2 'I am not influenced by other people or my emotions.'" detached
- 3 'I always do things in a careful and well-ordered way.'
- 4 'I find it hard to make up my mind about things.'
- 5 'I focus on what I want to do and don't let anyone stop me.'
- 6 'I do things based on my own feelings.'
- 7 'I am happy to change my plans when necessary to suit my friends.'
- 8 * I am confident and friendly.'
- 9 'I like to think about things carefully.'
- 10 'I can produce new things using my imagination.'
- 11 'I do what is normal and acceptable.'
- 12 'I make decisions objectively.'
- 13 'I don't do things that will upset or annoy people.'
- 14 'I depend on myself.'
- 15 'I pay careful attention to what I'm doing.'
- 16 'I do things as I think of them without considering the consequences.'
- 17 'I like to find practical solutions to problems.'

3 Work with a partner. Choose five of the adjectives in 2 and explain what kind of people you like to work with the most and why. Then choose another five adjectives **and explain what kind of people you like to work with the least and why.**

- 4 Work with a partner.
- 1 Find things in the text that the personality types a are good at I with b like prefer to do.
- 2 What are you good at / with? How do you like ./ prefer to approach decision-making?

5 Decide which personality type you are most like in each section in the text.

- 1 Write down the letter for the type you choose in each section.
- Extrovert (E) or Introvert (I)? --

• e Thinker (T) or Feeler (F)? --

• Sensor (S) or Intuitive (N)? --

• Judger (J) or Perceiver (P)? --

2 Turn to File 18 on page 141 to find out what your choice reveals about you.

3 Share the information with a partner. Say if you agree or disagree with it and why.

6 27D Listen to four people talking about decision-making. Which personality type best applies to each speaker?

- Speaker 1: Extrovert or Introvert?
- Speaker 3: Thinker or Feeler?
- Speaker 2: Sensor or Intuitive?
- Speaker 4: Judger or Perceiver?

7 Match the verbs in A to the noun phrases in B to make phrases from audio 27D.

A		B	
weigh up	consider	(my) own judgment	different perspectives
delay	have confidence in	making decisions	all the options
rely on	get	my own feelings	my instincts
trust	decide between	the pros and cons	information

8 Work with a partner. Use the phrases in the table to say at least two recent decisions in or about your life.

) For more exercises, go to Practice file 7 on page 114.

9 Work with a partner. What personality types from the text would be most suitable

- for these jobs and why?
- air traffic controller

• sales manager

• website designer

• human resources manager

• office administrator

• accounts controller

O) Interactive Workbook) Glossary

Tip good at / good

with

Use good at (something / doing something) to talk about a skill or activity.

Marc is good at languages / speaking Italian.

Use good with (something / somebody) to talk about using something or dealing with someone.

Joel is good with people.