

Thinking Style Indicator

“If a man does not keep pace with his companions, perhaps it is because he hears a different drummer. Let him step to the music which he hears, however measured or far away.”

-Henry David Thoreau

INTRODUCTION

The study of “style” is the study of the differences and similarities in people resulting from how they receive and process information. It reveals valuable insights toward understanding our own behavior and the behavior of those around us. This new knowledge helps to promote self-acceptance which leads to higher levels of self-esteem. It also fosters a greater respect for diversity in others. Armed with these new insights, we can work to improve relationships, become more productive, and motivate ourselves toward greater self-improvement. This provides an important step forward in the journey to reach our fullest potential.

The study of “style” begins with the study of yourself. The Thinking Style Indicator on the following pages is designed to enhance self-understanding. It is fashioned to reveal the special set of mental characteristics you use for dealing with day-to-day life.

To get the most out of taking yourself through this diagnostic, please stay on one page at a time, in order. After completing each page, then (and only then) move on to the next page.

Directions:

- Read each group of four words and select the two words which best describe yourself.
- You must be honest. Think how others might describe you.
- Circle the letter of your choices.

1. A. imaginative
B. Investigative
C. Realistic
D. Analytical

2. A. Organized
B. Adaptive
C. Rational
D. Inquisitive

3. A. Debating
B. Getting to the Point
C. Creating
D. Relating to Others

4. A. Empathetic
B. Practical
C. Academic
D. Adventurous

5. A. Precise
B. Flexible
C. Systemic
D. Inventive

6. A. Sharing
B. Orderly
C. Sensible
D. Independent

7. A. Competitive
B. Perfectionist
C. Cooperative
D. Logical

8. A. Intellectual
B. Sensitive
C. Hardworking
D. Risktaking

9. A. Non-fiction
B. People Person
C. Problem-Solver
D. Planner

10. A. Memorize
B. Personalize
C. Think-Through
D. Originate

11. A. Changer
B. Researcher
C. Spontaneous
D. Methodical

12. A. Communicating
B. Discovering
C. Cautious
D. Reasoning

13. A. Divergent
B. Structured
C. Caring
D. Examining

14. A. Completing Work
B. Seeing Possibilities
C. Gaining Ideas
D. Interpreting

15. A. Doing
B. Feeling
C. Thinking
D. Experimenting

Data Sheet

Transfer your answers for questions 1-15 by circling the corresponding answers here.

- | | | | | |
|-----|---|---|---|---|
| 1. | C | D | A | B |
| 2. | A | C | B | D |
| 3. | B | A | D | C |
| 4. | B | C | A | D |
| 5. | A | C | B | D |
| 6. | B | C | A | D |
| 7. | B | D | C | A |
| 8. | C | A | B | D |
| 9. | D | A | B | C |
| 10. | A | C | B | D |
| 11. | D | B | C | A |
| 12. | C | D | A | B |
| 13. | B | D | C | A |
| 14. | A | C | D | B |
| 15. | A | C | B | D |

Total
#1

Total
#2

Total
#3

Total
#4

Style Indicator

After you multiply each total by 4 on this page, transfer your new scores to the corresponding scales on pg. 6.

$\times 4 =$ **CS** Concrete Sequential
Total #1
from pg. 2

$\times 4 =$ **AS** Abstract Sequential
Total #2
from pg. 2

$\times 4 =$ **AR** Abstract Random
Total #3
from pg. 2

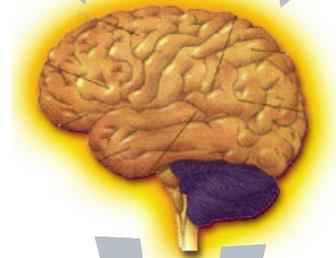
$\times 4 =$ **CR** Concrete Random
Total #4
from pg. 2

Allows you to interpret, visualize, understand what you cannot see. Intuition and imagination.

Allows you to register information through the 5 senses. Dealing with the present experience, not interpretations.

ABSTRACT or **CONCRETE**

PERCEPTION



ORDERING

ability

RANDOM or **SEQUENTIAL**

Mind organizes information in chunks, in no particular order. Process may not go in a particular order, or may start in middle, end, etc and still reach end result.

Allows mind to organize information in a linear way. When using this ability, you're following a logical, step-by-step process and train of thought.

