

Thinking preference map

(Encircle **only 3** attributes that best describe you)

ANALYTIC

Concerned with data, facts, numbers, being logical / rational

- Making order**
Organizing and aligning
- Thinking logically**
Rational and data-focused
- Collecting**
Acquiring things or facts
- Fixing it**
Seeing what's wrong, solving problems
- Now**
Dealing with present, rather than future
- Things**
Dealing with things, rather than people
- Love of learning**
Always reading, researching, listening to presentations

INNOVATIVE

Concerned with the future, newness, possibilities, strategy, "big picture", context

- Innovation**
New and different approaches
- Loving ideas**
Looking for new theories and concepts
- Thinking ahead**
Always focused on the future
- Standing out**
Desiring recognition for success
- Out-of-the-box thinker**
Finding alternative scenarios and options
- Adapting**
Flexible, doesn't mind change
- Experimenting**
Playing with ideas and possibilities
- Synthesizing**
Combining ideas and information to come up with something new

Wanting to win
Inspired by competition

Humor
Always finding humor in situations

Reliability
Responsible and accountable

Having confidence
Self-assured

Thinking back
Using the past as benchmark

Get to action
Making something happen now

Focusing
Single-minded concentration

Equalizing
Fairness for everyone

Taking charge
Directing others to action

Precision
Working exactly and accurately

Thinking alone
Needing time to contemplate

Goal-setting
Constantly driven to accomplish

Empathetic
Feeling for others

Intuitive
Trusting your 'gut' instinct

Peacemaking
Seeking harmony

Storytelling
Using stories to inspire

Mentoring
Fostering growth in others

Networking
Building connections and 'bridges'

Hands-on learning
Touching, feeling and using a tool or object

Including
'All for one, and one for all'

PROCEDURAL

Concerned with process, operations, logistics, tactics

RELATIONAL

Concerned with feelings, morale, teamwork, development of people

Adapted from the following sources:

1. Herrmann N. *The Creative Brain*. Brain Books, Lake Lure, NC, 1993.
2. Markova D, McArthur A. *Collaborative Intelligence. Thinking with People who Think Differently*. Spiegel & Grau, New York, 2015.
3. Dhawan E, Joni S-J. *Get Big Things Done. The Power of Connectional Intelligence*. Palgrave Macmillan, New York, 2015.

Name:

Date:

