

Styles of Thinking

- **SYNTHESIST:** Looks at a “thesis” & “anti-thesis”. Puts the two opposites together to form a “synthesis”. Looks at big picture, good at managing big projects, open to new ideas, and creative. Liabilities include being easily bored, lack caution or moderation, overlook little facts & details, and their mistakes could spell disaster.
- **IDEALIST:** Looks at the human equation. Focus on relationships, feelings of others, listening, and look for ways to find agreement. Liabilities include tendency to avoid conflict, see analyzing as dehumanizing, and failure to make self heard.
- **PRAGMATIST:** Very good at contingency planning. Have many projects happening at the same time. Into experiment and innovation, and many are good at marketing and shrewd investments. Good social skills. Adaptive & risk takers. Liabilities include unpredictability, impulsiveness, lack of structure or direction.
- **ANALYST:** Strengths include logic & analysis. Look at a situation and chart it. Focus on one task at a time. Look for alternative solutions thoroughly. Are not bothered with looking at details when looking for solutions. Liabilities include problems with ambiguity and taking too much time coming up with solutions.
- **REALIST:** They are into what can be sensed and always looking at the “real facts”. Get quickly to specifics, set hard objectives and meet them. They know their environment & situation. They can simplify problems. Use expert opinion. Liabilities include seeing only “what is real” (5 senses), dislike the abstract, stubborn, unimaginative.