

# ***COGNITIVE STYLE INDEX***

NAME .....	YOUR AGE .....
OCCUPATION.....	GENDER.....

People differ in the way they think about problems. Below are 38 statements designed to identify your own approach. If you believe that a statement is *true* about you, answer **T**. If you believe that it is *false* about you, answer **F**. If you are *uncertain* whether it is true or false, answer **?**. This is not a test of your ability, and there are no right or wrong answers. Simply choose the one response which comes closest to your own opinion. Work quickly, giving your first reaction in each case, and make sure that you respond to every statement. Indicate your answer by completely filling in the appropriate oval opposite the statement:

<b>T</b> True	<b>?</b> Uncertain	<b>F</b> False
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	<b>T</b>	<b>?</b>	<b>F</b>
1. In my experience, rational thought is the only realistic basis for making decisions.	0	0	0
2. To solve a problem, I have to study each part of it in detail.	0	0	0
3. I am most effective when my work involves a clear sequence of tasks to be performed.	0	0	0
4. I have difficulty working with people who ‘dive in at the deep end’ without considering the finer aspects of the problem.	0	0	0
5. I am careful to follow rules and regulations at work.	0	0	0
6. I avoid taking a course of action if the odds are against its success.	0	0	0
7. I am inclined to scan through reports rather than read them in detail.	0	0	0
8. My understanding of a problem tends to come more from thorough analysis than flashes of insight.	0	0	0
9. I try to keep to a regular routine in my work.	0	0	0
10. The kind of work I like best is that which requires a logical, step-by-step approach.	0	0	0
11. I rarely make ‘off the top of the head’ decisions.	0	0	0
12. I prefer chaotic action to orderly inaction.	0	0	0
13. Given enough time, I would consider every situation from all angles.	0	0	0
14. To be successful in my work, I find that it is important to avoid hurting other people’s feelings.	0	0	0

**Please turn over and continue**

15.	The best way for me to understand a problem is to break it down into its constituent parts.	0	0	0
16.	I find that to adopt a careful, analytical approach to making decisions takes too long.	0	0	0
17.	I make most progress when I take calculated risks.	0	0	0
18.	I find that it is possible to be too organised when performing certain kinds of task.	0	0	0
19.	I always pay attention to detail before I reach a conclusion.	0	0	0
20.	I make many of my decisions on the basis of intuition.	0	0	0
21.	My philosophy is that it is better to be safe than risk being sorry.	0	0	0
22.	When making a decision, I take my time and thoroughly consider all relevant factors.	0	0	0
23.	I get on best with quiet, thoughtful people	0	0	0
24.	I would rather that my life was unpredictable than that it followed a regular pattern.	0	0	0
25.	Most people regard me as a logical thinker.	0	0	0
26.	To fully understand the facts I need a good theory	0	0	0
27.	I work best with people who are spontaneous.	0	0	0
28.	I find detailed, methodical work satisfying.	0	0	0
29.	My approach to solving a problem is to focus on one part at a time.	0	0	0
30.	I am constantly on the lookout for new experiences.	0	0	0
31.	In meetings, I have more to say than most.	0	0	0
32.	My 'gut feeling' is just as good a basis for decision making as careful analysis.	0	0	0
33.	I am the kind of person who casts caution to the wind.	0	0	0
34.	I make decisions and get on with things rather than analyse every last detail.	0	0	0
35.	I am always prepared to take a gamble.	0	0	0
36.	Formal plans are more of a hindrance than a help in my work.	0	0	0
37.	I am more at home with ideas rather than facts and figures.	0	0	0
38.	I find that 'too much analysis results in paralysis'.	0	0	0