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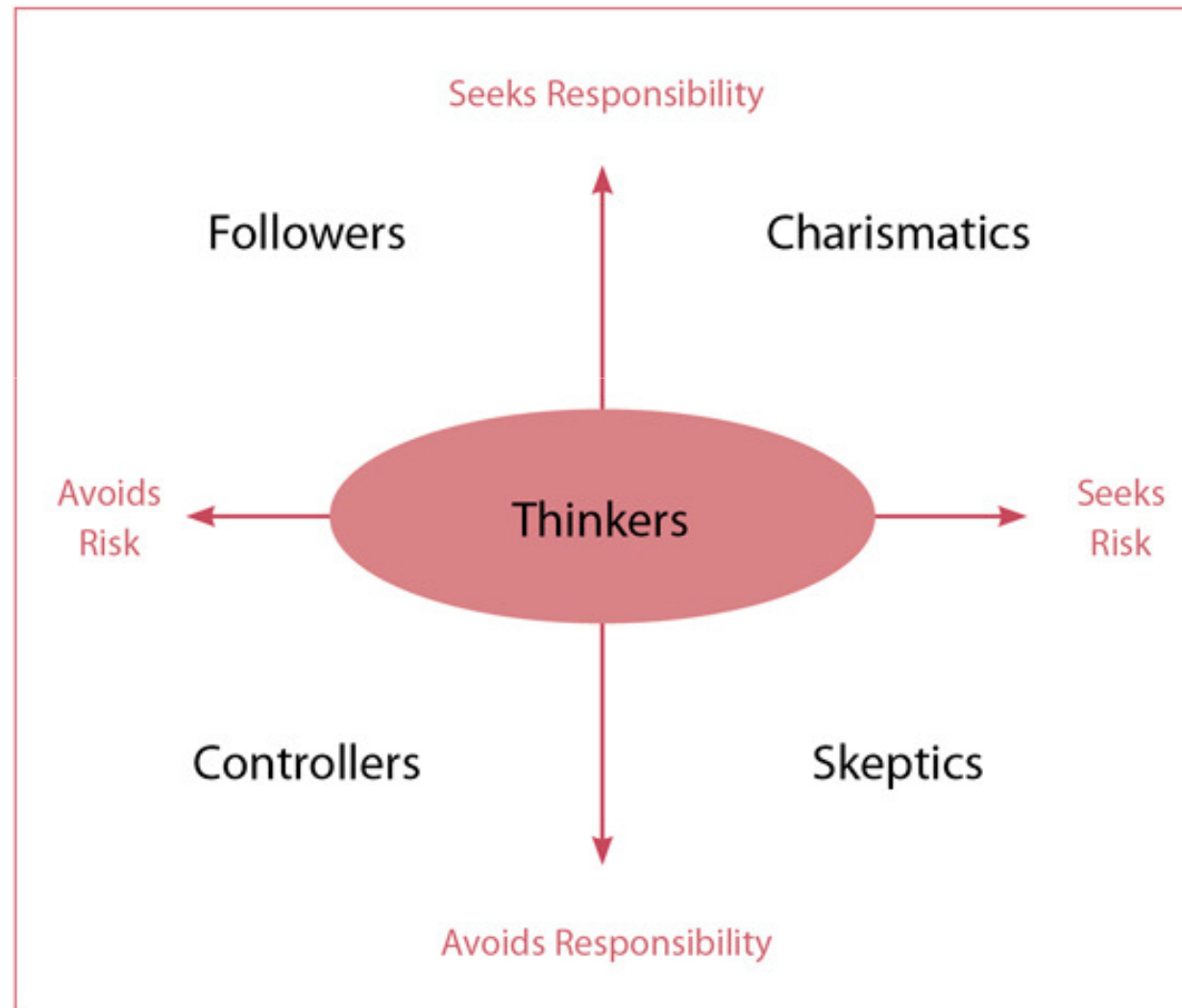
Decision making styles

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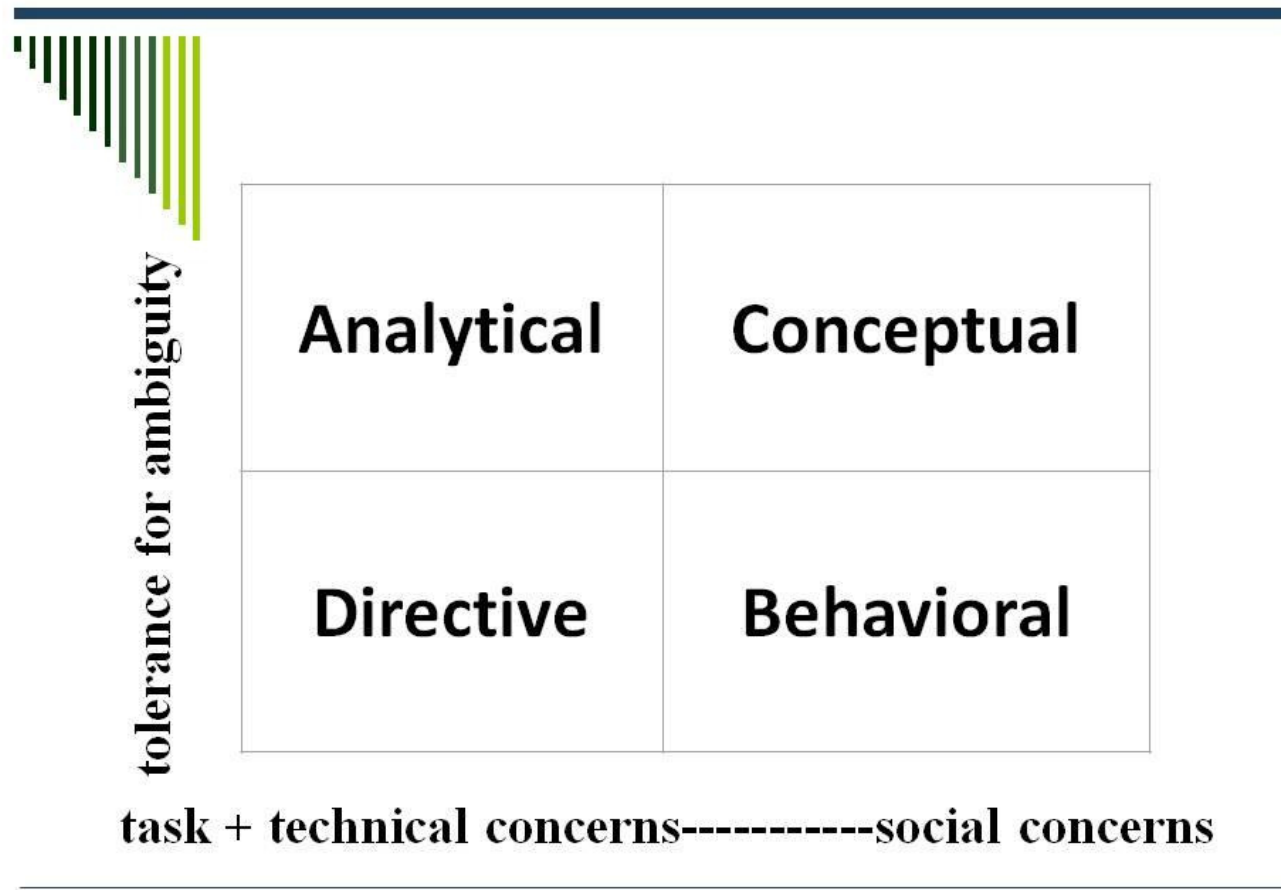


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How people make decisions



Decision making styles



Personality quadrants

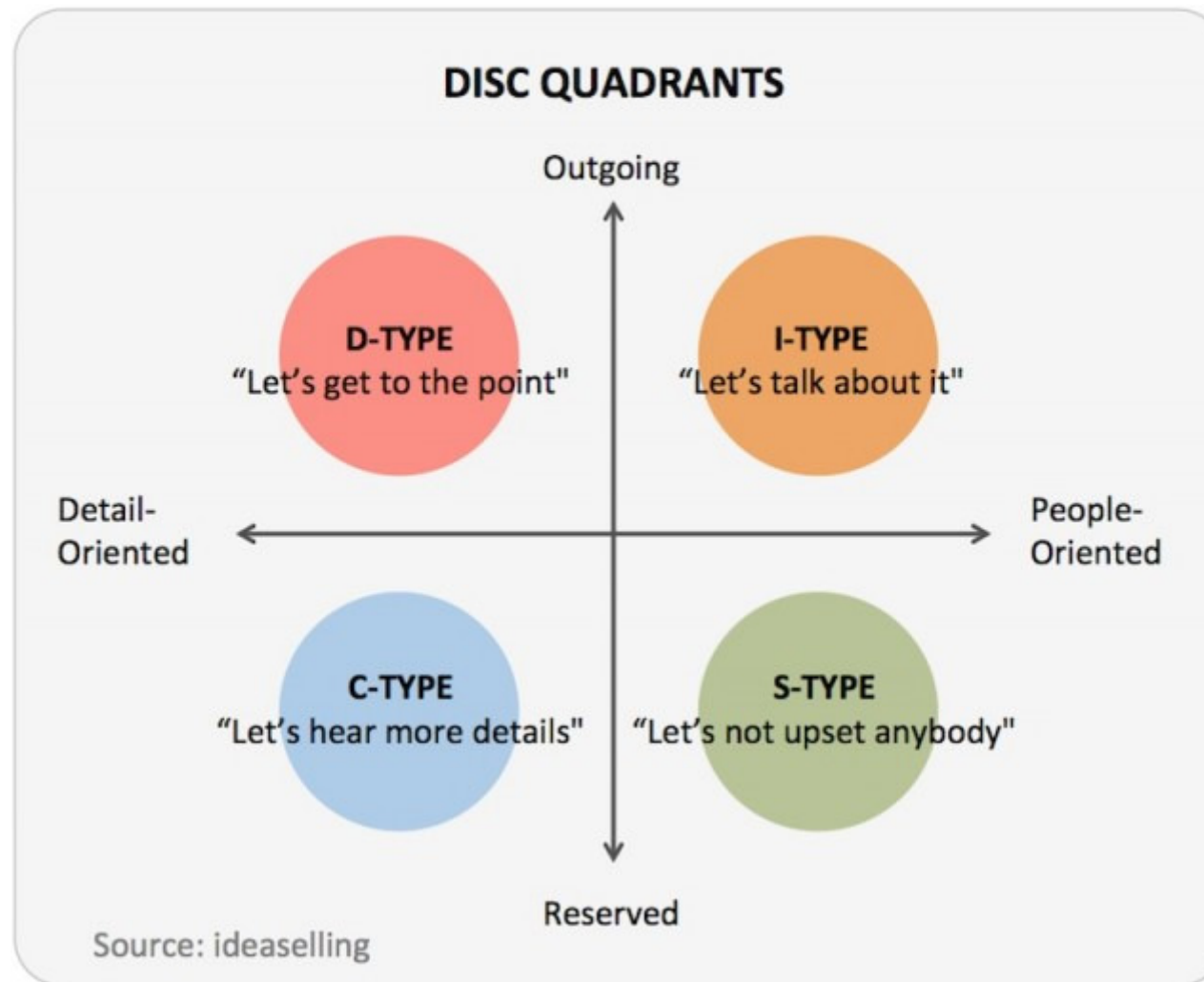
Personality Quadrants

	Introvert	Extrovert
Think	Analytical	Driver
Feel	Amiable	Expressive

Internal: Decision driven by

External: Openness to others

Disc quadrants

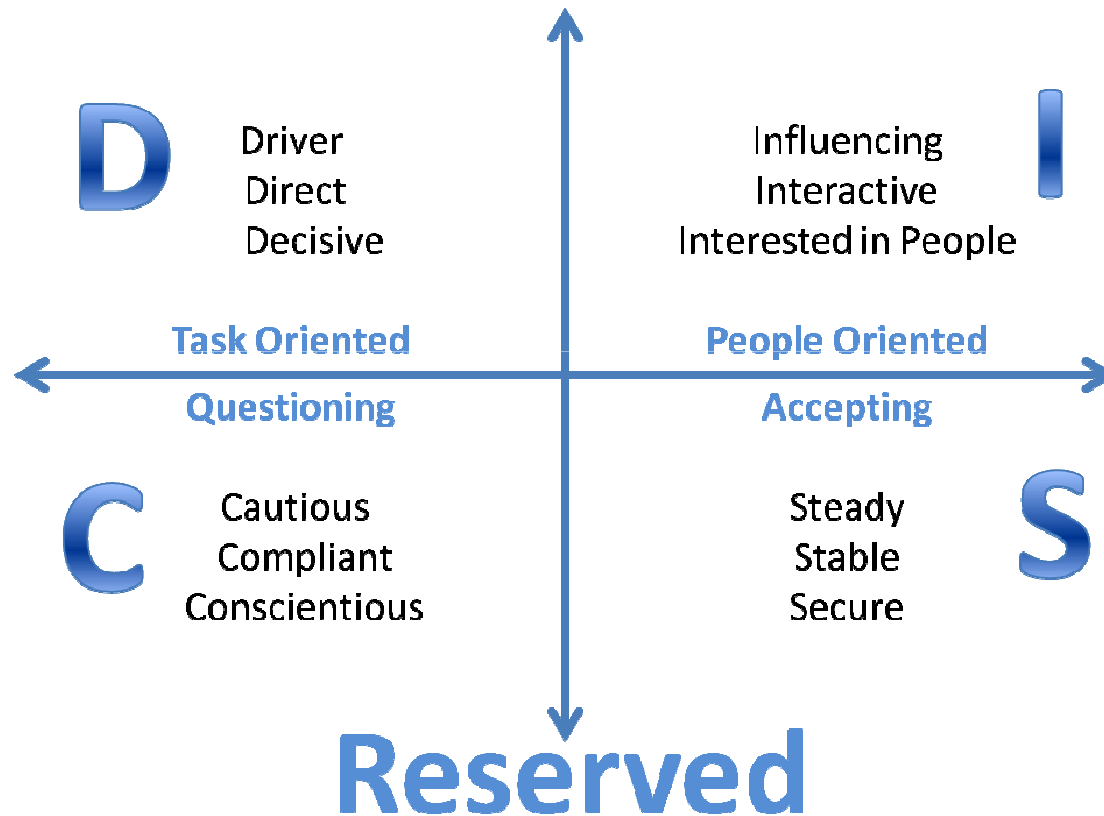


DiSC



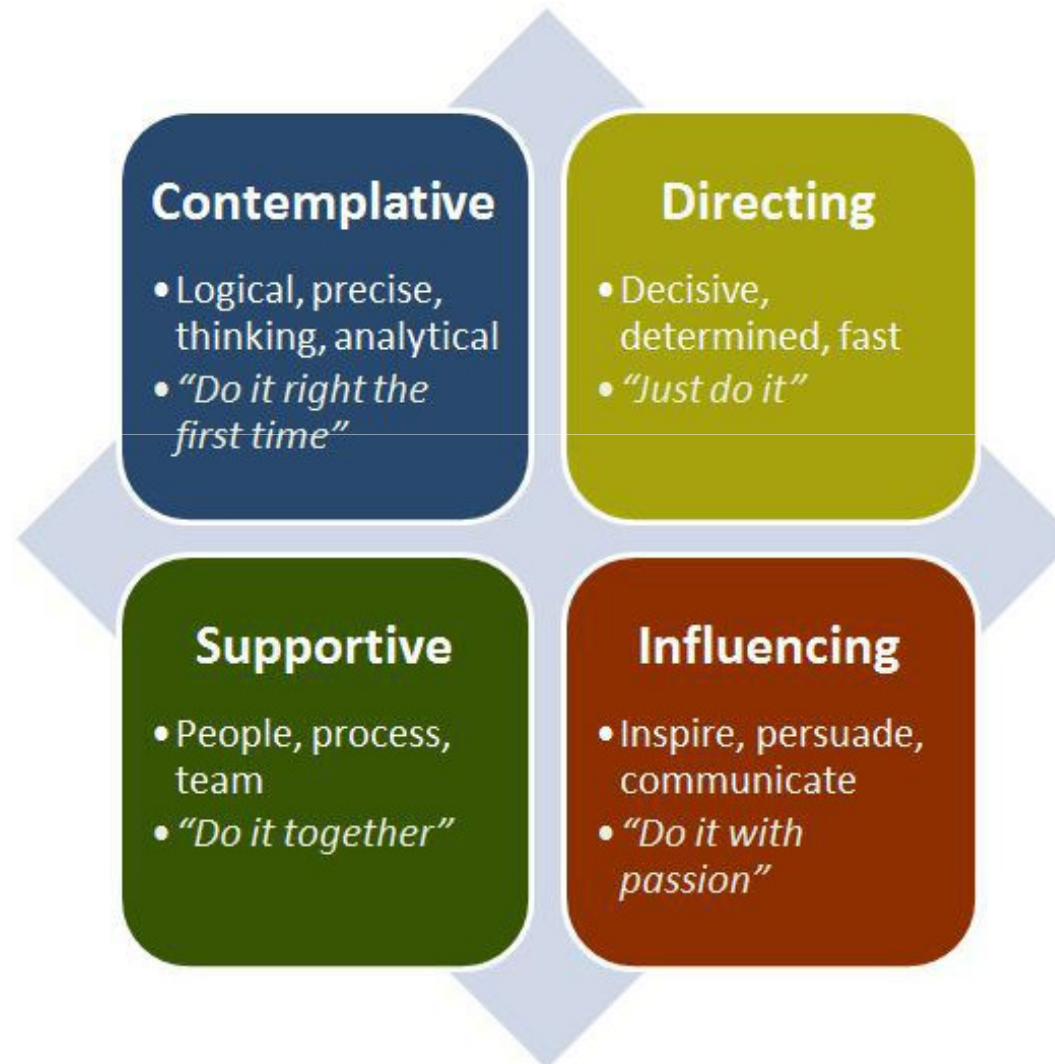
Active

Fast paced /Assertive



Moderate paced /Thoughtful

Quadrant personality theory



Leadership styles



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Directive Leadership

Positive impact on subordinates when the task is ambiguous
Negative impact on subordinates when the task is clear
Is especially needed when ambiguous tasks are performed by highly authoritarian and close-minded subordinates

Supportive Leadership

Increases satisfaction of subordinates who work on highly repetitive tasks or on tasks considered to be unpleasant, stressful, or frustrating

Achievement-oriented Leadership

Encourages subordinates to try to have higher performance standards and to have more confidence in their ability to meet challenging goals.
For subordinates in ambiguous, non-repetitive jobs, it increases their expectation that effort leads to desired performance.

Participative Leadership

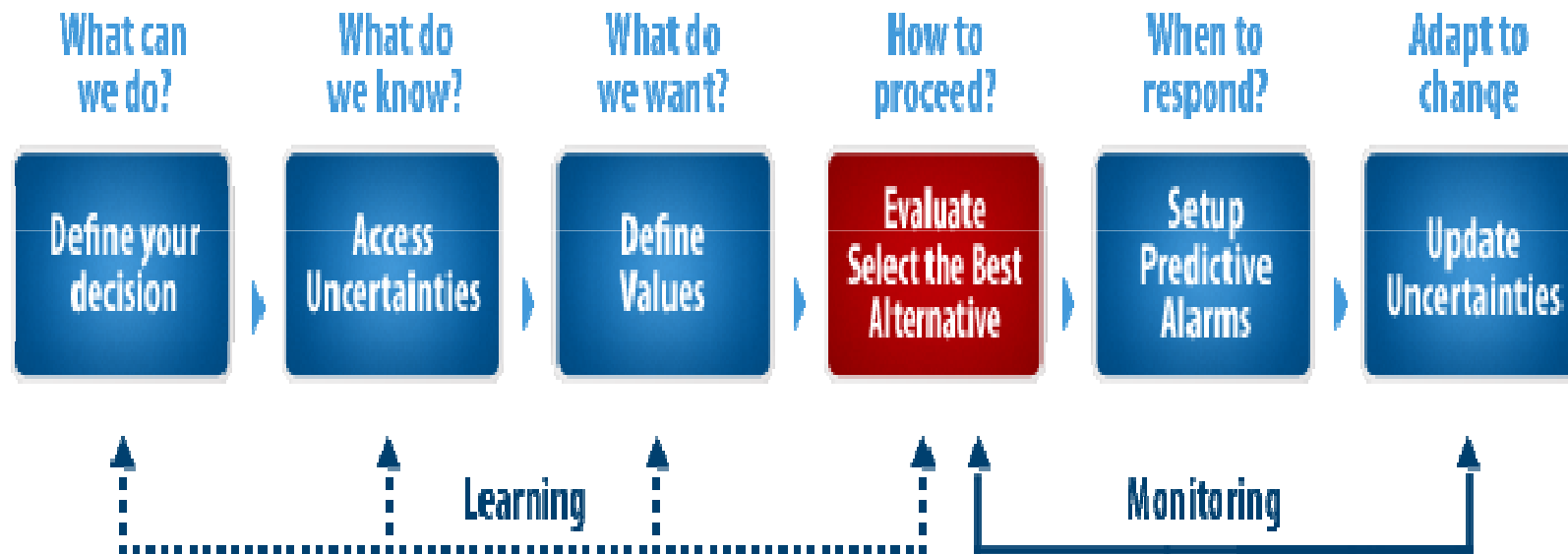
Promotes satisfaction on non-repetitive tasks that allow subordinates to get involved in how things are done.
On repetitive tasks, open-minded or non-authoritarian subordinates will also be satisfied with a participative leader

Leadership and strategic decision making



		Decision Style	
		Restricted	Comprehensive
Leadership Style	Transactional	Strong Relationship +	Weak Relationship ○
	Transformational	Weak Relationship ○	Strong Relationship +

Zaključak



Hvala na ukazanom povjerenju !

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