

About Your Score: The Classifications

Speculators

Tend to take calculated risks, but insist on analyzing the problem before committing to a course of action.

Like to investigate all the possibilities and to see them from several perspectives rather than a single perspective.

Will incorporate other people's views which are relevant to the decision or problem and try to build an integrated, logical analysis from disparate information.

Will use analytical tools.

Hedgers

Prefer low-risk alternatives and are willing to take opportunities which have a lower downside potential or a more certain outcome over large payoff or less certain opportunity.

Tend to be analytical but sometimes get trapped in “analysis paralysis.”

Will analyze a situation and not be rushed.

Tend to investigate all of the possibilities are good at gathering information.

Best at problems that are well defined.

Tend to be objective about a situation and prefer to deal with facts rather than emotions.

Gamblers

Enjoy taking opportunistic risks and making decisions quickly and without much formal analysis.

Trust gut instincts over other people's opinions or analyses.

Take quick actions and rely on subjective judgements.

Tend to take more risks on average than the other three styles.

Adapt quickly to changing situations and can assimilate information without much intervention or analysis.

Often discount other people's views, especially if they are at odds with own, preferring to use own judgement.

Willing to solve problems by trial-and-error.

Believe in luck and that they can often beat the odds.

Tend to be more emotional than analytical when solving a problem, and often fall into the "gambler's fallacy" of believing the odds must come back in their favour.

Responders

Make decisions which are usually guided by emotions rather than by formal analysis.

Almost always prefer a low-risk alternative over a higher-risk/payoff alternative.

Will listen to other people's views and ideas, but may not use them to identify best course of action.

Tend to believe in destiny and sometimes solve problems by letting nature choose the course of action.

Often regret hasty decisions but feel paralyzed by formal analysis.

Tend to solve problems by trial-and-error.

Learn from own mistakes and those of others, and challenge assumptions.

Neutral or Balanced

Those who score at or near zero (± 5), tend to place an equal emphasis on both ends of the dimension.

Usually indicates risk-neutral or well-balanced approach.

Choice of style based on the situation, and no one particular style is dominant.

May also be a sign of internal conflict, in confusion of two or more styles.