Personality Types as Predictors of Decision Making Styles

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The present research aims to examine the role of big five personality types in the prediction of decision making styles among university students. Mini-Marker Personality Inventory (McCrae & Costa, 1990) and General Decision Making Styles Questionnaire (Scott & Bruce, 1995) were used for data collection. The sample comprised of 300 university students. Multiple Regression analysis (Enter Method) was applied to analyze the data. Extroversion positively predicted intuitive and spontaneous decision making style. Openness to experience positively predicted intuitive decision making style. Agreeableness positively predicted dependent decision making style. Conscientiousness positively predicted rational decision making style. Neuroticism positively predicted avoidant decision making style. The current research provides an insight in the role of personality in decision making. The present research extends the past research limited to two personality traits (Nygren & White, 2005) based on the big-five trait theory of McCrae and Costa (1990) and suggests the theoretical and practical implications of personality-decision associations in a collectivist culture.
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