

The Study of Decision Making and Emotional Intelligence Among Introverts and Extroverts in College Students

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Abstract: The aim of the present study is to find out the Decision Making and Emotional Intelligence among introverts and extroverts in college students. In the present study a sample of 60 college students was selected by convenience sampling method from presidency college, Chennai. The age group of the sample ranged from 18 to 25 years. Data were collected by Myers – Briggs Type indicator (MBTI) for introverts and extroverts, Filnders Decision Making Questioner for Decision Making, Emotional Intelligence scale for Emotional Intelligence. Mean, correlation, standard deviation and ‘t’ test done for research findings. In the conclusion of the analysis there is no difference between introverts and extroverts for their decision making skills and emotional intelligence.

Keywords: Decision Making Skills And Emotional Intelligence, introverts and extroverts.

1. INTRODUCTION

Allport (1948): Personality as a dynamic organization within the individual of those psycho- physical that determine his unique adjustment to his environment.

Personality is the totality of an individual behavior. It is the totality of his being and includes his physical, mental, emotional and temperamental makeup. His capacity, potentiality, emotional and temperamental makeup. His capacity, potentiality, experience, perception, memory, imagination instincts, habits, thoughts, sentiments and creative thinking constitute his personality. Simply personality is the individual characteristics and way of behaving that in their organization or patterning account for an individual’s unique adjustments to his total environment

2. EXTRAVERT AND INTROVERT

Extraversion and introversion behaviors of personality were defined excellently by the Swiss psychiatrist Carl Jung (1994).

EXTRAVERSION:

The typical extraverts sociable, like parties, has many friends, need to people talk to, and does not like reading or studying by himself. He craves excitement, takes chances, he is fond of practical jokes, always has a ready answer, and generally likes change. He is carefree, easygoing, and optimistic and likes to “ laugh and be merry” he prefers to keep moving and closing things tends to be aggressive and to lose his temper quickly. His feelings are not kept under light control and he is not always a reliable person.

INTROVERT:

The typical introvert is a quiet, retiring sort of person, introspective, fond of books rather than people, he is reserved and distant except intimate friends .He does not like excitement, take matters of everyday life with proper seriousness, and likes a well ordered mode of life. He keeps his feelings under close control.

3. DECISION MAKING

Problem refers to unpleasant deviation from what should be happening. problem solving may be defined as the ability to minimize the intensity of the problem. The steps in problem solving are as follows: 1. Defining the problem 2. Generation of alternatives 3. Weighing the alternatives 4. Decision making 5. Problem solving. Good thinking leads to good reasoning. Good reasoning leads to good decision making. Good decision making leads to good problem solving skill.

Decision making is the cognitive process of selecting a course of action from among multiple alternatives. Every decision – Making process produces a final choice. It can be an action or an opinion. It begins when we need to do something but we do not know what. Therefore decision making is a reasoning process which can be rational or irrational, and can be based on explicit assumptions or tacit assumptions

4. EMOTIONAL INTELLIGENCE

Salovey and Mayor (1990) Mayor and Salovey 1997 Emotional intelligence (EI) is a conceptual framework for understanding individual differences in the abilities to (a) perceive, appraise and express emotion accurately in self and others; (b) assimilate emotion's and thought; (c) understand analyze, and reason with emotions and (d) regulate emotions in self and other adaptively.

Salovey and Mayor (1990) coined the term emotional intelligence and described is as a form of social intelligence that involves the ability to monitor one's own and others – feelings and emotions, to discriminate among them, and to use (his information to guide one's thinking and action. Mayor and Salovey (1997) further elaborated that emotional intelligence was the ability to perceive emotions, to access and generate and emotional knowledge, and reflectively regulate emotions so as to promote emotional and intellectual growth.

Bar- On (1997) says that emotional intelligence reflects one's ability to deal with daily environment challenges and helps predict one's success in life, including professional and personal pursuits'. A growing body of research suggests that emotional intelligence. Measured by emotional quotient is a better predictor of 'success' than the more traditional measures of intelligence quotient (IQ).

The purpose of this study is to find out the Decision Making and Emotional Intelligence among introverts and extroverts in college students

5. HYPOTHESIS

1. There will be no significant relationship between emotional intelligence and decision making among introverts .
2. There will be no significant relationship between emotional intelligence and decision making among extroverts
3. There will be no significant difference in decision making among introverts and extroverts in their vigilance behavior.
4. There will be no significant difference in decision making style among introverts and extroverts in their hyper vigilance behavior
5. There will be no significant difference in decision making style among introverts and extroverts in their defensive avoidance behavior
6. There will be no significant difference in decision making style among introverts and extroverts in their rationalization behavior
7. There will be no significant difference in decision making style among introverts and extroverts in their buck passing behavior
8. There will be no significant difference in decision making style among introverts and extroverts in their procrastination behavior

6. METHOD

60 college students were selected by convenient sampling method. The sample was chosen from presidency college, in Chennai. The age group of the sample ranged from 18 to 25 years. Among introverts charters 15 were female and 15 were male. Extrovert characteristics 15 were female and 15 were male.

7. REVIEW OF LITERATURE

Mayer and Wittrock (2006, p. 287) explain problem solving as a cognitive process directed at achieving a goal when no solution method is obvious to the problem solver. This definition consists of four parts namely: Problem solving is cognitive Problem solving occurs within the problem solver's cognitive system and can only be inferred from the problem solver's behaviour. Problem solving is a process. Problem solving involves applying cognitive processes to cognitive representations in the problem solver's cognitive system. Problem solving is directed. Problem solving is guided by the problem solver's goals. Problem solving is personal. Problem solving depends on the knowledge and skill of the problem solver.

Wang and Chew (2010) emphasize that in problem solving, the brain searches for a solution for a given problem or finds a path to reach a given goal. Problem solving can also be a search process in the memory space.

Huitt (1992) also point out that researchers often describe the problem-solving and decisionmaking process as beginning with the perception of a gap and ending with the implementation and evaluation of a solution to fill that gap. Citing the works of other researchers, Huitt notes the following relations between personality types and problem solving: Introversion will want to take time to think and clarify their ideas before they begin talking . Extraversion will want to talk through their ideas in order to clarify them. Introverts will more likely be concerned with their own understanding of important concepts and ideas. Extroverts will continually seek feedback from the environment about the viability of their ideas

In McCaulley (1987), the problem-solving characteristics of an Introvert Sensing Thinking Judging (ISTJ) and Extrovert Intuition Feeling Perceiving (ENFP) are described as follows: ISTJ want a clear idea of the problem (I), attack it by looking for the facts (S) and rely on a logical, impersonal (T), step-by-step approach in reaching conclusions. ENFP throws out all possibilities (N), seek feedback from the environment to clarify the problem (E), brainstorm with (NP) , and emphasize the human aspects of the problem (F) over impersonal, technical issues (T). ISTJ may view the ENFP approach as irrational or scattered. ENFP may view the ISTJ approach a slow and unimaginative.

Mc Rae (2000) argues personality psychologists would expect a strong relation between the emotional intelligence and the five factor model. There are empirical data that give evidence of this substantial overlap in the mixed models of Goleman and Bar-On (Bar-On 1997; Schutte, Malouff, Hall Higgerty, Copper, Golden & Dornheim. 1998). Some researchers believe that the factor of openness lends itself to intelligence development. One might hypothesize that people scoring high in openness may have a greater ability to develop and improve their emotional intelligence

Instruments:

S.NO	Tools	Author	Year
1	Myers – Briggs Type indicator (MBTI)	Myers and Briggs	1980
2	Flinders Decision Making Questioner	Janis & Mann	1982
3	Emotional Intelligence scale	Schutte et al	1998

Myers – Briggs Type indicator (MBTI):

The Myers – Briggs Type indicator (MBTI) was developed by Myers and Briggs (1977) to assess the personality types based on Jung's (1971) typology. The revised and shortened version of MBTI consists of 50 items totally, with 26 items in part I and 24 items in part II in two alternatives 'either –or' assumption, for each item. Questionnaire consists of 4 dichotomous classification namely Extraversion (E) vs Introversion (I), Sensing (S) vs Intuition (N), Thinking (T) vs Feeling (F), and Judgment (J) Perception (P)

Flinders Decision Making Questioner II:

Decision making questioner II measure (the tendency to use different styles of decision making with 31 items totally. It consists of six scales measuring, six dimensions namely, vigilance (V) with 6 items Hyper vigilance (H) with 5 items Defensive Avoidance (D) with 5 items , Rationalization (R) with 5 items, Buck Passing (B) with 5 items and Procrastination (P) with 5 items.

Emotional Intelligence scale:

The Emotional Intelligence scale developed by Schutte et al (1998) aims to measure the emotional intelligence of individuals the scale consists of 33 items measuring the emotional intelligence . each item is followed by a five point scale ranging from strongly disagree to strongly agree. The subject has to respond to their agreement regarding the statements on this five point scale.

Statistical Used:

The data obtained from the present study were analyzed using such as means, correlation, standard deviation and “t” test.

8. RESULTS**Table – 1 :**

Showing the relationship between Decision Making and Emotional intelligence among introverts and extroverts

Introverts		
Variable	N	Co- efficient of correlation
Decision Making	30	-0.06
Emotional Intelligence	30	
Extroverts		
Decision Making	30	-0.27
Emotional Intelligence	30	

There is no significant relationship between decision making and emotional Intelligence among introverts and extroverts. Its shows that negatively correlated.

Showing the MEAN, SD and “t” value of the Decision Making style among introverts and extroverts

Table – 2

VIGILANCE DIMENSION					
Variable	N	MEAN	SD	“t” Value	Level of Significance
Introverts	30	10.26	1.99	0.38	0.05 level
Extroverts	30	10.43	1.58		
Table – 3					
HYPER VIGILANCE DIMENSION					
Introverts	30	5.53	1.40	0.58	0.05 level
Extroverts	30	5.26	1.35		
Table – 4					
DEFENSIVE AVOIDANCE DIMENSION					
Introverts	30	4.5	1.29	0	0.05 level
Extroverts	30	4.5	1.66		
Table – 5					
RATIONALIZATION DIMENSION					
Introverts	30	5.16	3.50	0.01	0.05 level
Extroverts	30	5.13	2.21		
Table – 6					
BUCK PASSING DIMENSION					
Introverts	30	4.4	1.87	0.85	0.05 level
Extroverts	30	3.7	2.05		
Table – 7					
PROCRASTINATION DIMENSION					
Introverts	30	4.8	1.62	0.38	0.05 level
Extroverts	30	4.5	1.87		

Above the table vigilance dimension concludes that the mean score of the decision making style among introverts 10.26 SD score is 1.99. And the extrovert score is 10.43 and the SD score is 1.58 so the calculated “t” value > the significant level.

Above the table hyper vigilance dimension concludes that the mean score of the decision making style among introverts 5.53, The SD score is 1.40. And the extrovert score is 5.26 and the SD score is 1.35 so the calculated “t” value is 0.58. hence the calculated “t” value > the significant level.

Above the table defensive avoidance dimension concludes that the mean score of the decision making style among introverts 4.5, The SD score is 1.29. And the extrovert score is 4.5 and the SD score is 1.66 so the calculated “t” value is 0. hence the calculated “t” value > the significant level.

Above the table rationalization dimension concludes that the mean score of the decision making style among introverts 5.16. The SD score is 3.50. And the extrovert score is 5.13 and the SD score is 2.21. so the calculated “t” value is 0.01 hence the calculated “t” value > the significant level.

Above the table buck passing dimension concludes that the mean score of the decision making style among introverts 4.4. The SD score is 1.87. And the extrovert score is 3.7 and the SD score is 2.05. so the calculated “t” value is 0.85 hence the calculated “t” value > the significant level.

Above the table buck passing dimension concludes that the mean score of the decision making style among introverts 4.8. The SD score is 1.62. And the extrovert score is 4.5 and the SD score is 1.87. so the calculated “t” value is 0.38 hence the calculated “t” value > the significant level.

9. DISCUSSION

It is inferred from Table -1 clearly shows that no relationship between Decision making and emotional intelligence among introverts. It shows that it is negatively correlated. The score is 0.06 Hence the hypotheses is accepted.

It is inferred from the Table - 1 clearly shows that no relationship between Decision making and emotional intelligence among extroverts. It shows that it is negatively correlated. The score is 0.27 Hence the hypotheses is accepted.

It is inferred from the table-2 that the mean score of extroverts is higher than the introverts, but “t” value is not significant. Hence the null hypothesis. There will be significant difference between the introverts and extroverts in their vigilance is accepted. They have characteristics like to search carefully for information, to consider information without basis, and to evaluate alternatives carefully before making a choice . hence the hypotheses is accepted.

It is inferred from the table-3 that the mean score of introverts is higher than the extroverts but the “t” value is not significant . hence the null hypothesis there will be no significant difference between the introverts and extroverts in their hyper vigilance is accepted. They have characteristics like to make decisions impulsively and to look for quick, easy solutions to problems. Hence the formulated hypothesis is accepted

It is inferred from the table – 4 that the mean score is introverts and extroverts also same. The “t” value is not significant there will be no significant difference between the introverts and extroverts in their defensive avoidance is accepted they have characteristics like to try to avoid or escape having to make decision. Hence the formulated hypothesis is accepted.

It is inferred from the table – 5 that the mean score of introverts is higher than the extroverts but the “t” values is not significant there will be no significant difference between the introverts and extroverts in their rationalization is accepted. They have char reality of decisions. There is achieved by ignoring or denying unpleasant aspects of the decision or by concentrating only positive aspects of the choice. Hence the formulated hypothesis is accepted.

It is inferred from the table – 6 that the mean score of introverts is higher then the extroverts but the “t” value is not significant there will be no significant difference between the in introverts and extroverts in their buck passing is accepted. They have characteristics like to have the hard decisions to others, to avoid taking responsibility for decision and to blame others when the decision is wrong. Hence the formulated hypothesis is accepted.

It is inferred from the table – 7 that the mean score of introverts is higher than the extroverts but the “t” value is not significant there will be no significant difference between the introverts and extroverts in their procrastination is accepted. They have characteristics like to put off making decision by doing other things or by thinking about the decision for too long. Hence the formulated hypothesis is accepted.

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