

## **North, South, East and West**

### An exercise in Understanding Preferences in Group Work

Similar to the Myers-Briggs Personality *Inventory*, this exercise uses a set of preferences which *relate* not to individual but to group behaviors, helping us to understand how preferences affect our group work.

1. The room is set up with four signs on each wall- North, South, East and West.
2. Participants are invited to go to the "direction" of their choice. No one is only one "direction," but everyone can choose one as their pre-dominant one.
3. Each "direction" answers the four questions on a sheet of paper. When complete, they report back to the whole group.
4. Processing can include:
  - note the distribution among the "direction" - what might it mean?
  - what is the best combination for a group to have? Does it matter?
  - how can you avoid being driven crazy by another "direction"?
  - how might you use this exercise with others? Students?

#### **NORTH**

Acting - "Lets do it"  
Likes to act, try things, plunge in

#### **WEST**

Paying attention to detail-  
Likes to know the who, what,  
When, where, why, before acting

#### **EAST**

Speculating- Likes to look  
the big picture, the  
possibilities before acting

#### **SOUTH**

Caring-Likes to know that  
Everyone's feelings have been  
Taken into consideration, that  
Their voices have been heard  
Before acting