

Critical Thinking Essay

Critical thinking and decision making is the process to find the truth. An important aspect of thinking is the process that relies on the ability to coordinate and structure our ideas so that they make sense. Training our mind to use the critical thinking process gives people a better understanding of the information. This paper will discuss the three different thinking styles. It will also compare and contrast logical style, persuasive style, and creative style. Critical thinking will be applied to the decision making process by using work environment examples.

The logical style of thinking is a complex process in which reasoning is used to come to a conclusion. This style involves a sequence of steps or thoughts

used to solve a problem. According to Kirby and Goodpaster (2007), along with creative thought, inductive and deductive logic comprise the bedrock and substance of all our thinking. Using the two major elements of logical thinking, deductive and inductive reasoning, solutions can be tested with tried and true methods. This style is very distinct and follows a more structured and analytical path using proven methods in order to reach the conclusions.

When comparing logical thinking to the creative and persuasive styles of thinking, all three require detailed processes to reach conclusions. With the creative style, the conclusions are inspired by the ideas that can be gathered using metaphors, brainstorming and starbursting. While the persuasive style of thinking can incorporate biases, ~~emotion~~, motivation and even manipulation, it usually requires some sort of credibility to be successful.

Logical thinking affects the critical thinking process because it uses Deductive thinking which "is the kind of reasoning that begins with two or more premises and derives a conclusion that must follow from those premises, a conclusion" (Kirby and Goodpaster, 2007) and inductive reasoning which "usually begins with a set of evidence or observations" (Kirby and Goodpaster, 2007). All three thinking styles are required in the critical thinking process in order reach a valid and sound conclusion.

In real estate, all three of these styles of thinking must be incorporated. For example, when taking on a new listing, a detailed step-by-step process must be followed. This series of paperwork is very straight forward and completed in sequential order. If this order is not followed correctly, company rules, association bylaws and even board ethics could be violated.

During the marketing phase, creativity is a must in today's world. The listing agent must ask many questions of the seller in order to present the property to the right audience and in the right manner.

When the time comes to show homes to a perspective buyer, the art of persuasion comes to play. The agent must make sure that the properties being shown appeal to the buyer's needs, wants, values and sometimes even egos.

The persuasive thinking style involves getting your audience to believe, go along, or act in accordance with what you want. With this style of thinking, if a person is an effective

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