



Characteristics of different personality types

Extraverts

- ? Direct their energy and attention primarily toward the outside world of people, things, activities
- ? Are people of action.
- ? Are often gregarious, talkative, think best "with the volume on."
- ? Are energized by people and activity; relax through them.
- ? Prefer to act first, think about it afterwards.

Introverts

- ? Direct their primary energy and attention toward the inner world of reflection, thought, and feeling.
- ? Often work well with thoughts and ideas.
- ? Think "with the volume off"; may share thoughts only if asked.
- ? May find it difficult to remember names and faces.
- ? May be exhausted by too many people and activities; relax and are energized through quiet, privacy, intimacy.
- ? prefer to think things through carefully before acting.

Sensing Types

- ? Perceive the world primarily through the five senses.
- ? Are interested in fact.
- ? Are realistic, practical, down to earth.
- ? Are usually accurate, steady, precise, patient and effective with routine and details
- ? Like to keep things simple; dislike unnecessary complication.
- ? Like to practice skills they already know.
- ? Are often relatively traditional, conventional.
- ? Are oriented toward the present, the concrete, here and now.

Intuitive Types

- ? Perceive the world primarily through intuition.
- ? Are interested in possibilities.
- ? Are interested in abstract concepts, implications, relationships between things and/or ideas
- ? Are often creative and innovative.
- ? Often dislike routine, attending to details
- ? Enjoy learning new skills, facing new and challenging problems.
- ? Often work in bursts of energy and enthusiasm; need to feel inspired.
- ? May exaggerate, recall things inaccurately.
- ? May be impractical, especially when they first think something up.
- ? Are oriented toward the future.

Thinking Types

- ? Make decisions and come to conclusions on the basis of thinking.
- ? Are usually logical, rational, analytical, critical.
- ? Decide things relatively impersonally, are less swayed by feelings and emotions.
- ? May have difficulty recognizing and acknowledging people's feelings.
- ? Can deal with interpersonal disharmony; can be firm and assertive when appropriate.
- ? Need and value fairness.

Feeling Types

- ? Make decisions and come to conclusions on the basis of feeling.
- ? Use personal values, personal likes and dislikes as the basis for decisions.
- ? Make relatively less use of logical analysis in making decisions.
- ? Are often warm, empathic, sympathetic.
- ? Value harmony; are distressed by serious argument, interpersonal friction; may have difficulty being firm and assertive.
- ? Need and value kindness.

Judging Types

- ? Approach the outside world in a judging attitude, trying to order and control it.
- ? Make up their minds and come to decisions quickly.
- ? May jump to conclusions, even be close-minded.
- ? Plan ahead; like to make and follow plans.
- ? Like to work steadily until finished, get things done as soon as possible; dislike working on many things at once.
- ? Are usually well organized; dislike having things disorganized and unpredictable.

Perceiving Types

- ? Approach the outside world in a perceiving attitude, gathering information, trying to adapt to the world.
- ? Like to delay decisions, get more information, keep options open.
- ? Are flexible, spontaneous, often good in emergencies or when plans are disrupted.
- ? Work at many things at once, may start more than they finish.
- ? May be prone to procrastination and/or disorganization.
- ? Are often very adaptable and open-minded.