

**E** *EXTRAVERTION*

People And Things  
Energy

*LIKE TO TALK ABOUT IT + THROUGH IT*

**I** *INTROVERSION*

Concepts And Ideas  
Energy

*LIKE TO THINK + PROCESS  
IN PRIVATE*

**S** *SENSING*

Seek Known  
Facts

**N** *INTUITION*

Seek Possibilities  
And Relationships

**T** *THINKING*

True - False  
Yes - No

**F** *FEELING*

Valued  
Not Valued

**J** *JUDGING*

Orderly

**P** *PERCEIVING*

Flexible

*1008*  
**Comparison of  
 Extraversion and Introversion**



**Energy**

Directed outward toward  
 people and things

Directed inward toward  
 concepts and ideas

**Focus**

Change the world  
 Relaxed and confident  
 Understandable and accessible

Understand the world  
 Reserved and questioning  
 Subtle and impenetrable

**Orientation**

Afterthinkers

Forethinkers

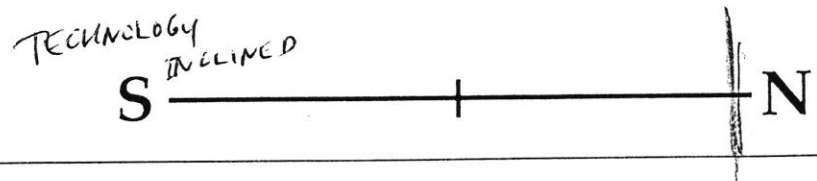
**Work Environment**

Seeks variety and action  
 Wants to be with others  
 Prefers interests that have  
 breadth

Seeks quiet for concentration  
 Wants time to be alone  
 Prefers interests that have  
 depth

# Comparison of Sensing and Intuition

JOE :



## Mode of Perception

Five senses  
(reliance on experience and actual data)

“Sixth sense”  
(reliance on possibilities and inspiration)

## Focus

Practicality  
Reality  
Present enjoyment

Innovation  
Expectation  
Future achievement

## Orientation

Live life as it is

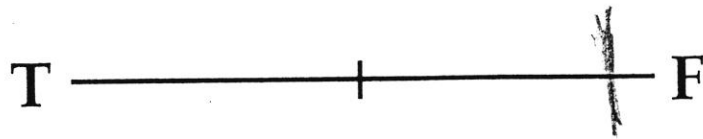
Change, rearrange life

## Work Environment

Prefers using learned skills  
Pays attention to details  
Makes few factual errors

Prefers adding new skills  
Looks at “big picture”  
Identifies complex patterns

# Comparison of Thinking and Feeling



## Mode of Decision Making

Decisions based on the logic of the situation

Decisions based on human values and needs

## Focus

Things  
Truth  
Principles

People  
Tact  
Harmony

## Orientation

Solves problems

Supports others

## Work Environment

Is brief and businesslike  
Acts impersonally  
Treats others fairly

Is naturally friendly  
Acts personally  
Treats others uniquely

REVIEWS CONSUMER DIGEST  
& ANALYZE BEFORE BUYING  
A NEW CAR

WOULD RATHER SEE IT & TAKE  
IT FOR A RIDE - FEEL IT  
& VALUE IT

DISCUSSION OF CONFRONTATION  
CONFRONTATION - Define IT - NOT LIKE IT

Using the Myers-Briggs Type Indicator in Organizations (2nd edition) by Sandra Krebs Hirsh. © 1991 by Consulting Psychologists Press, Inc. Permission is hereby granted to reproduce this worksheet for workshop use. Duplication for any other use, including resale, is a violation of the copyright law.

NOT COMFORTABLE WITH MY POSITION HERE. I DO NOT  
MIND CONFRONTATION. I DO PRODUCT RETURNS, CAR COMPARISONS ETC