

E

EXTRAVERTSION

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

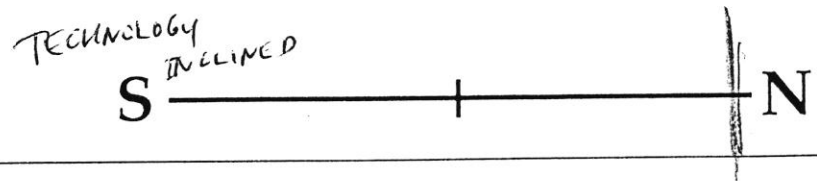
Work Environment

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

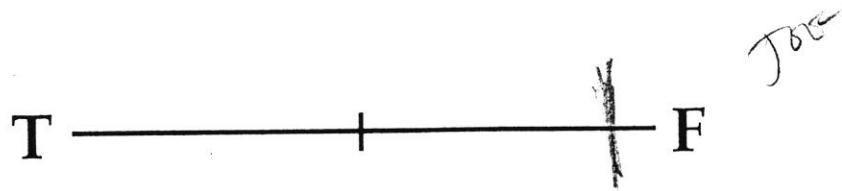
Change, rearrange life

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 COMBATS ETC

Comparison of Judgment and Perception



100%



Lifestyle

Planful

Spontaneous

Focus

Decisive
Self-regimented
Purposeful

Curious
Flexible
Adaptable

Orientation

Exacting

Tolerant

Work Environment

Focuses on completing task
Makes decisions quickly
Wants only the essentials
of the job

Focuses on starting tasks
Postpones decisions
Wants to find out about
the job

*ORDERLY
PLAN*

*FLEXIBLE
Little planning*