

WHERE DO YOU PREFER TO FOCUS YOUR ATTENTION?

The EI Scale

E

People who prefer Extraversion tend to focus on the outer world of people and external events. They direct their energy and attention outward and receive energy from external events, experiences, and interactions.

Characteristics of most people who prefer Extraversion.

- Attuned to external environment
- Prefer to communicate by talking
- Learn best through doing or discussing
- Breadth of interests
- Tend to speak first, reflect later
- Sociable and expressive
- Take initiative in work and relationships

I

People who prefer Introversion tend to focus on their inner world of ideas and experiences. They direct their energy and attention inward and receive energy from their internal thoughts, feelings, and reflections.

Characteristics of most people who prefer Introversion.

- Drawn to their inner world
- Prefer to communicate by writing
- Learn best by reflection, mental "practice"
- Depth of interest
- Tend to reflect before acting or speaking
- Private and contained
- Focus readily

HOW DO YOU TAKE IN INFORMATION, FIND OUT ABOUT THINGS?

The SN Scale

S

People who prefer Sensing like to take in information through their eyes, ears, and other senses to find out what is actually happening. They are observant of what is going on around them and are especially good at recognizing the practical realities of a situation.

Characteristics of most people who prefer Sensing.

- Focus on what is real and actual
- Value practical applications
- Factual and concrete, notice details
- Observe and remember sequentially
- Present-oriented
- Want information step-by-step
- Trust experience

N

People who prefer Intuition like to take in information by seeing the big picture, focusing on the relationship and connections between facts. They want to grasp patterns and are especially good at seeing new possibilities and different ways of doing things.

Characteristics of most people who prefer Intuition.

- Focus on "big picture" possibilities
- Value imaginative insight
- Abstract and theoretical
- See patterns and meanings in facts
- Future-oriented
- Jump around, leap in anywhere
- Trust inspiration

HOW DO YOU MAKE YOUR DECISIONS?

The TF Scale

T

People who prefer to use Thinking in decision making tend to look at the logical consequences of a choice or action. They try to mentally remove themselves from a situation to examine it objectively and analyze cause and effect. Their goal is an objective standard of truth and the application of principles. Their strengths include figuring out what is wrong with something so they can apply their problem-solving abilities, appreciation, and supporting

Characteristics of most people who prefer Thinking.

- Analytical
- Logical problem-solvers
- Use cause-and-effect reasoning
- "Tough-minded"
- Strive for impersonal, objective truth
- Reasonable
- Fair

F

People who prefer to use Feeling in decision making tend to consider what is important to them and to other people. They mentally place themselves in a situation and identify with the people involved so that they can make decisions based on person-centered values. Their goal is harmony and recognition of individuals, and their strengths include understanding, others.

Characteristics of most people who prefer Feeling.

- Sympathetic
- Assess impact on people
- Guided by personal values
- "Tender-hearted"
- Strive for harmony and individual validation
- Compassionate
- Accepting

HOW DO YOU RELATE TOWARD THE OUTER WORLD?

The JP Scale

J

People who prefer to use their Judging process in the outer world tend to live in a planned, orderly way, wanting to regulate and control life. They make decisions, come to closure, and move on. Their lifestyle is structured and organized, and they like to have things settled. Sticking to a plan and schedule is very important to them, and they enjoy their ability to get things done.

Characteristics of most people who prefer Feeling.

- Scheduled
- Organized
- Systematic
- Methodical
- Plan
- Like closure-to have things decided
- Avoid last-minute stresses

P

People who prefer to use their Perceiving process in the outer world tend to live in a flexible, spontaneous way, seeking to experience and understand life, rather than control it. Plans and decisions feel confining to them; they prefer to stay open to experience and last-minute options. They enjoy and trust their resourcefulness and ability to adapt to the demands of a situation.

Characteristics of most people who prefer Perceiving.

- Spontaneous
- Open-ended
- Casual
- Flexible
- Adapt
- Like things loose and open to change
- Feel energized by last minute pressures