

Jungian Approach to Personality Type

E / I

Extraverts use both E and I, but prefer E.

Introverts use both E and I, but prefer I.

Common Characteristics of Extraverts	Common Characteristics of Introverts
We are energized when we are with others.	Time alone is important to us.
We can be drained or bored if we spend too much time alone.	Too much time with people, particularly strangers. is often draining.
We seek affirmation, confirmation, or verification of ourselves from others. From the external world.	We seek affirmation. confirmation, or verification from our inner experience, from what goes on inside us.
We figure things out most comfortably when we can talk things over with Others.	We need time alone to figure things out, to to get in touch with our introspective strength.
We are good at meeting new people.	We must exert an effort to meet new people; we may avoid or postpone doing so.
We have good verbal skills. We are good at making conversation.	We may find the give-and-take of verbal interaction somewhat difficult to keep up with, may have trouble thinking of the right thing to say on the spur of the moment.
At meetings, we speak out easily and often.	At meetings. we may hold back, then have trouble getting into the discussion.
We are likely to speak first, think later and suffer from "foot-in-mouth" problems!	We are likely to think afterwards of the thing to say-suffer from the "why didn't I think to say ... " syndrome!
We may dislike or avoid writing.	We often have good writing skills and may actually prefer presenting our ideas in writing.
We tend to be very aware of who or what is around us.	We may not be highly observant of the outer environment.
We may be unaware of what's going on inside us.	We tend to be introspective-very aware of our inner reactions.
We are generally easy to get to know.	We are generally difficult to get to know.
We show the world what we really are few surprises.	We -have important hidden sides - wecan surprise people.

HOW STRONG IS YOUR PREFERENCE ?

E						I
Strong	Moderate	Slight	Slight	Moderate	Strong	

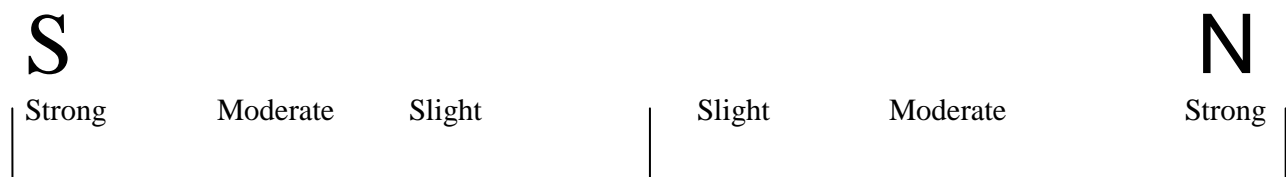
Jungian Approach to Personality Type

S / N

Sensing types use both S and N, but prefer S
Intuitive types use both S and N, but prefer N

Common Characteristics of Sensing Types	Common Characteristics of Intuitive Types
We see "what is."	We see "what could be."
We are quick to grasp details	We are likely to be tripped up by the details.
We are realistic.	We are imaginative.
We prefer reality to fantasy.	We prefer fantasy to reality.
We are specific and literal when speaking, writing, or listening.	We are general and abstract when speaking, writing, or listening.
We describe the facts first, and then we may (or may not!) state the general point.	We make the general point, and then we may (or may not!) describe the facts.
We may have trouble seeing "the big picture."	We are quick to see "the big picture."
We can be quick to see solutions to practical, concrete problems	We are likely to be impatient with or ignore concrete problems..
We may have trouble seeing solutions to complicated, theoretical or abstract problems.	We can come up with imaginative solutions to complicated, theoretical, or abstract problems.
We focus easily on the specifics necessary to successfully carry out an assignment .	We often do not even want to think about the specifics necessary to carry out an assignment.
We often do not like complicated theory.	We enjoy or are at home with 'theory and abstractions.

HOW STRONG IS YOUR PREFERENCE ?



Jungian Approach to Personality Type

T / F

Thinking types use both T and F, but prefer T

Feeling types use both T and F, but prefer F

Common Characteristics of Thinking Types	Common Characteristics of Feeling Types
<p>In our decision making, we seek to identify and apply principles of right and wrong-principles that have universal applicability.</p>	<p>In our decision making, we son out and and apply our own personal values of people or institutions that matter to us.</p>
<p>Our decisions link things by logical, impersonal constructs.</p>	<p>Our decisions link things according to their value.</p>
<p>We focus on the content involved in a decision.</p>	<p>We think of personal considerations when we make decisions.</p>
<p>We screen out of our decision making our own emotions and the emotions of others.</p>	<p>We find it difficult to focus exclusively on the content of a decision .</p>
<p>We are uncomfortable with decisions that involve our own emotions and the emotions of others; we avoid discussing these issues.</p>	<p>We are uncomfortable with decisions that require ignoring our own emotions and the emotions of others; we know how to bring these issues into the decision-making process.</p>
<p>We are analytically oriented in our decisions-we respond more easily to people's thoughts.</p>	<p>We are more people oriented in our decisions-we respond more easily to people's values.</p>
<p>Our decisions and the way we express them may hurt people without our being aware of it.</p>	<p>Our decisions and the way we express them reflect :l sensitivity to their impact on people.</p>
<p>When decisions call for it. we can reprimand people or fire them.</p>	<p>When decisions call for it , we have difficulty telling people unpleasant things.</p>
<p>In decisions that affect us. we need to know that we have been treated fairly.</p>	<p>In decisions that affect us, we need to be appreciated-to be praised.</p>
<p>We are not often upset when decisions involve conflict; we can get along without harmony.</p>	<p>We are sensitive to situations involving conflict, often know how to surface and resolve conflict. and can be negatively affected when conflict is ignored.</p>
<p>We are good at exploring the logical , impersonal consequences of anions or decisions .</p>	<p>We are good at assessing the human impact of actions or decisions.</p>

HOW STRONG IS YOUR PREFERENCE ?

T			F		
Strong	Moderate	Slight	Slight	Moderate	Strong

Jungian Approach to Personality Type

J / P

Judging Types use both J and P, but prefer J

Perceptive types use both J and P, but prefer P.

Common Characteristics of Judging Types	Common Characteristics of Perceiving Types
We work best when we can plan our work and follow our plan.	We adapt well to changing situations-are energized by situations and can respond resourcefully y.
We like to get things settled and finished.	We do not mind leaving things open for alterations.
We may decide things too quickly.	We may have trouble making decisions.
We may cling too long to a plan or a list.	We may not make or follow lists or plans even when the situation calls for them.
We may dislike interrupting the project; we are on for a more urgent one.	We may start too many projects and have difficulty finishing them.
We may not notice new things that need to be done.	We may postpone unpleasant tasks.
We want to get right to the point	We want all available data.
We tend to be satisfied once we have reached a judgment on a thing. situation or person.	We tend to be curious and welcome new light on a thing, situation or person
We are time and deadline oriented.	We tend 'to think there is plenty of time.
We feel time pressures early.	We feel time pressures late.

HOW STRONG IS YOUR PREFERENCE ?

J			P		
Strong	Moderate	Slight	Slight	Moderate	Strong