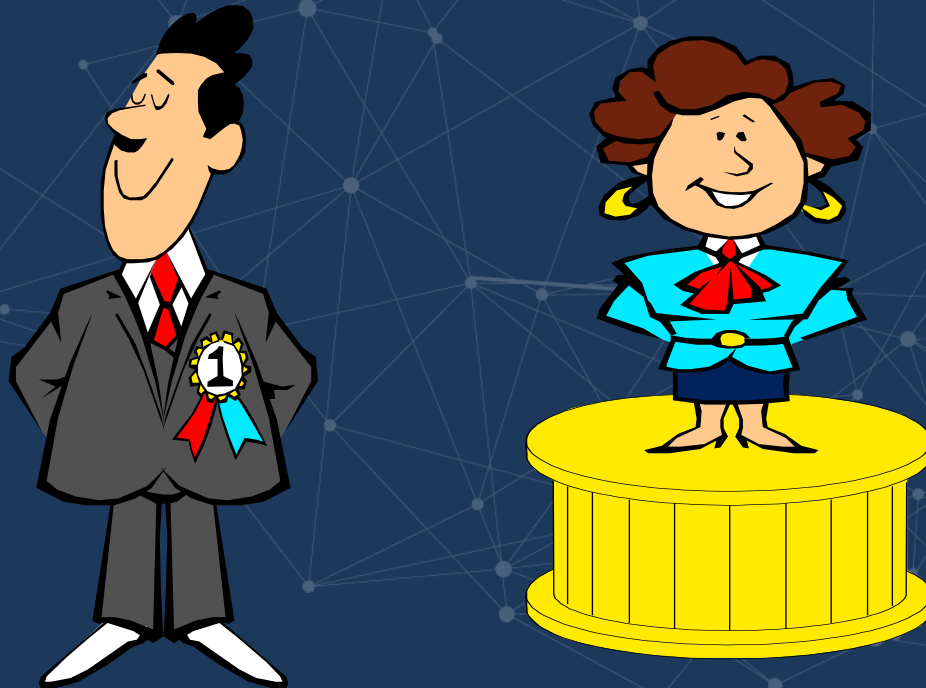




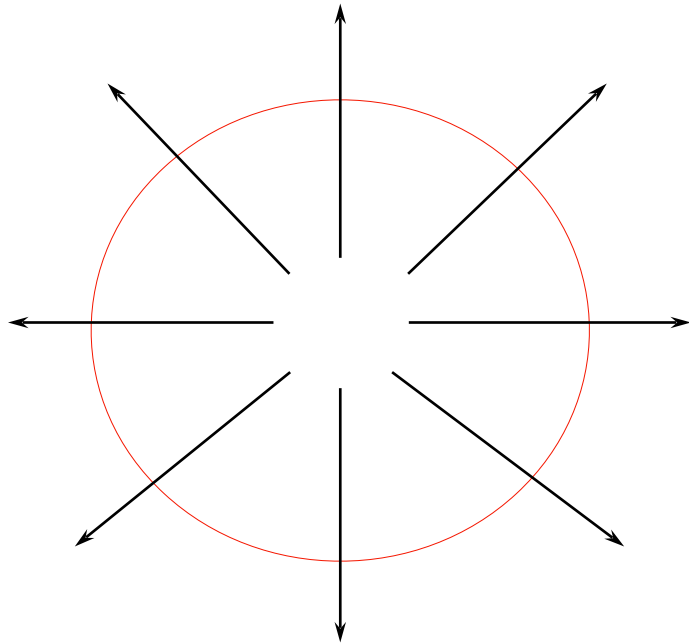
Each person confirms their preferences
Only you can specify the best fit



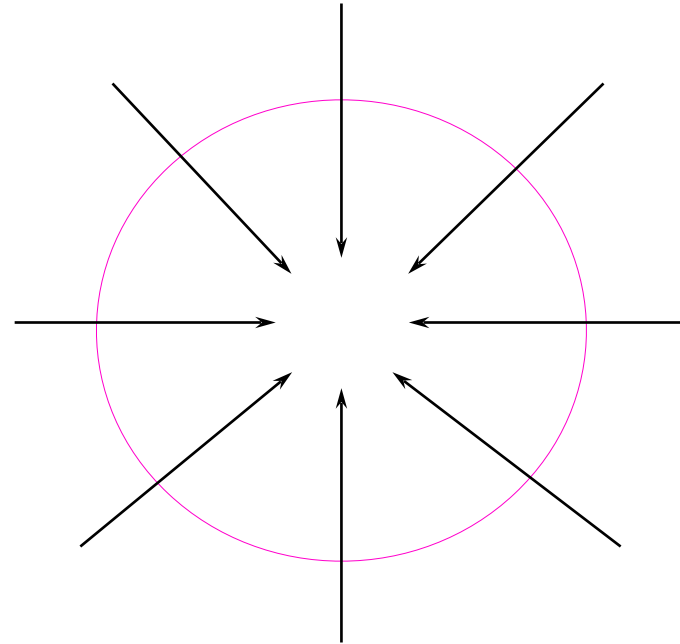
Type is about normal differences in normal people

- **Extraversion-Introversion:** 2 different and normal ways of focusing energy
- **Sensing-Intuition:** 2 different and normal ways of processing information
- **Thinking-Feeling:** 2 different and normal ways of making decisions
- **Judging-Perceiving:** 2 different and normal ways of arranging one's life

Extraversion - Introversion: 2 different and normal ways of focusing energy



**The preferred focus of EXTRAVERSION
is the external world**



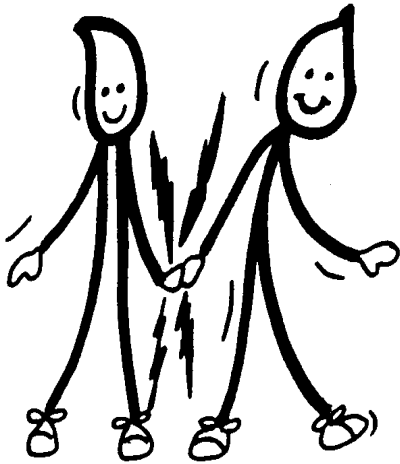
**The preferred focus of INTROVERSION
is the internal world**

E

Extraverts are energized by people

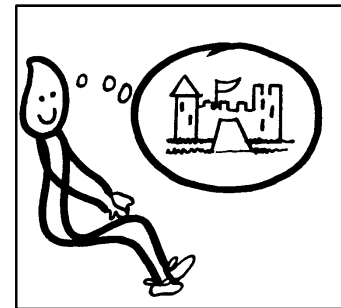
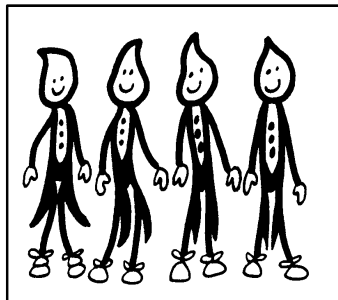
Introverts are energized by ideas

I



External
Active
People
Sociable
Many
Expressive
Breadth

Internal
Reflective
Privacy
Reserved
Few
Quiet
Depth



E-s may seem shallow to I's

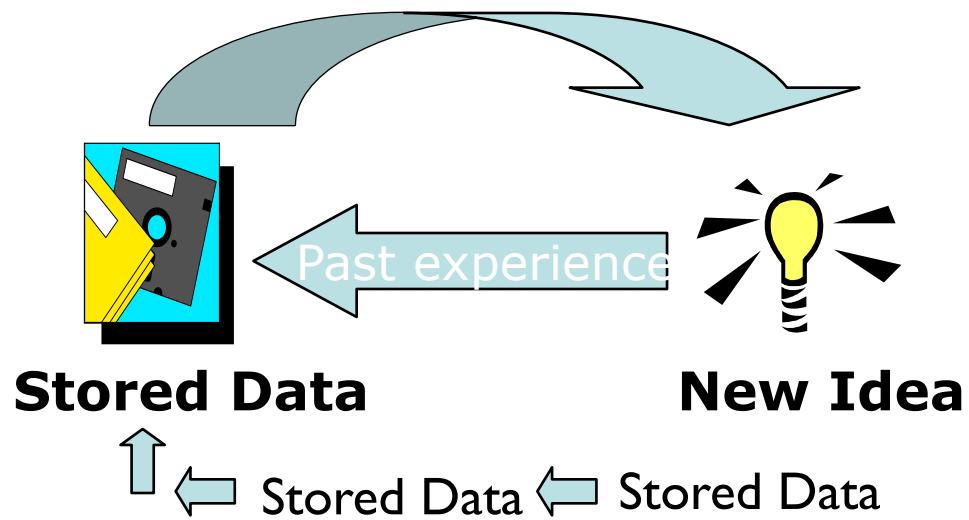
E needs I for balance

I-s may seem withdrawn to E's

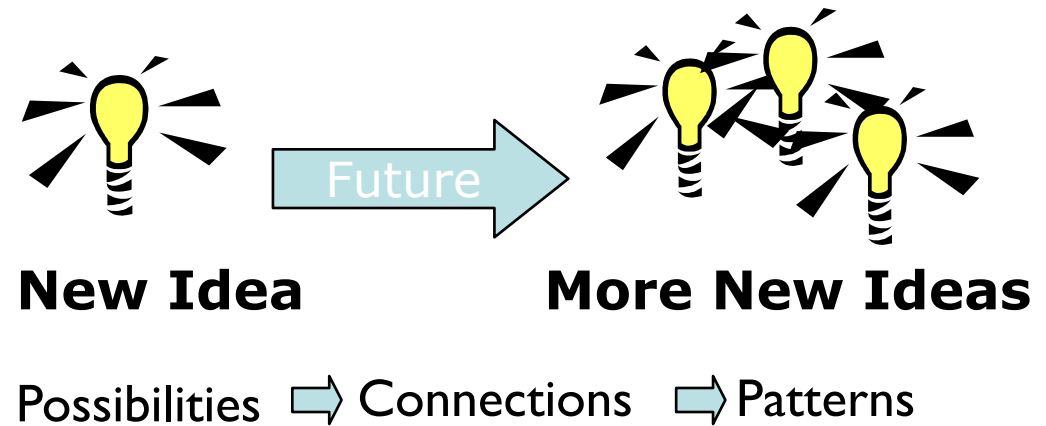
I needs E for balance



Sensing - Intuition: 2 different and normal ways of processing information



Sensing Type: scans back through stored data to find relevant experience and applies it to new ideas



Intuitive Type: scans ahead to possibilities and generates more new ideas

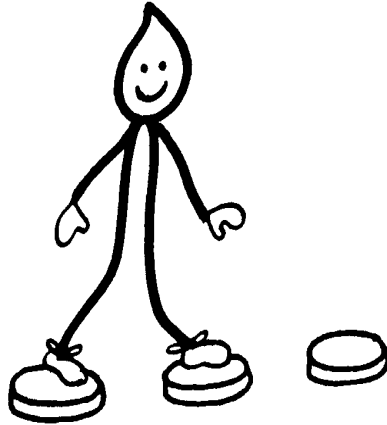


S

Sensing gathers information with their 5 senses

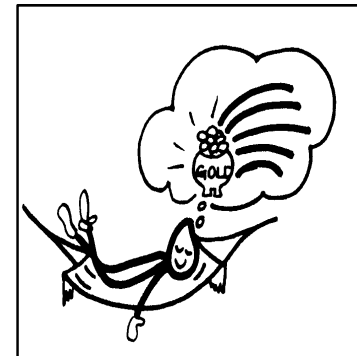
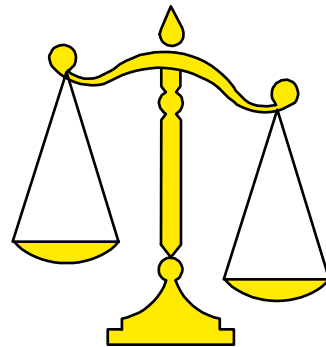
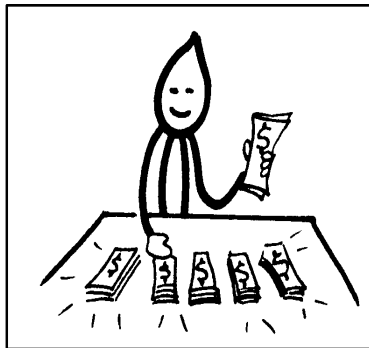
Intuition gathers information with a "sixth sense"

N



Details
Present
Practical
Facts
Sequential
Repetition
Stability

Patterns
Future
Imaginative
Innovation
Random
Variety
Change



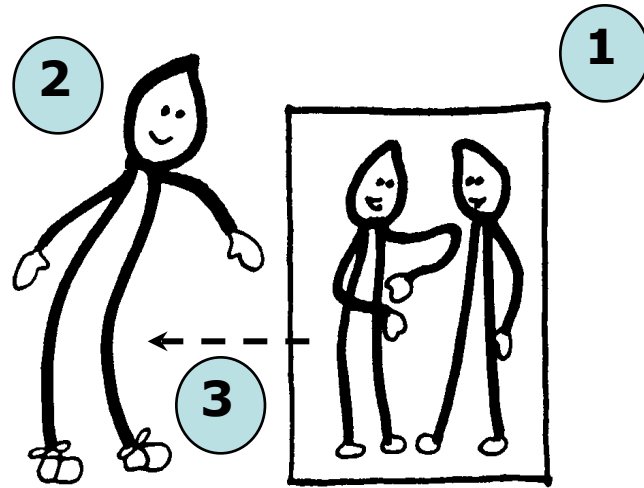
S's may seem materialistic to N's

S needs N for balance

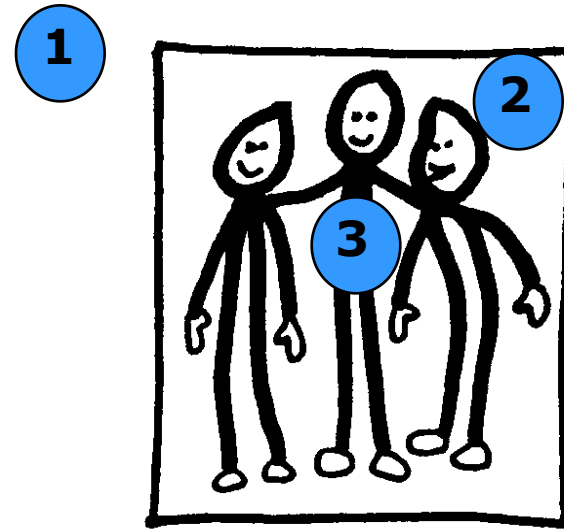
N's may seem dreamers to S's

N needs S for balance

Thinking - Feeling: 2 different and normal ways of making decisions



- 1 Steps back from the situation
- 2 Takes a detached look at the situation
- 3 Makes an objective and logical decision



- 1 Puts self into the situation
- 2 Assesses how she or he would experience the situation
- 3 Makes a personalized, subjective decision

T

Thinking decides logically and objectively

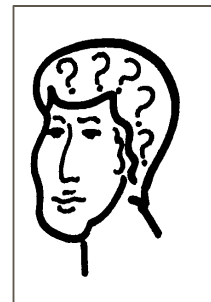
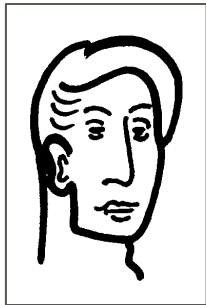
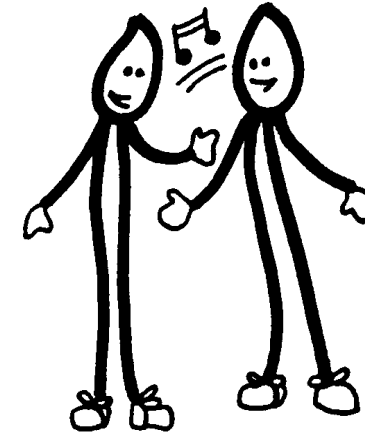
Feeling decides personally and subjectively

F



Head
Justice
Cool
Criticize
Analyze
Precise
Principles

Heart
Harmony
Caring
Appreciate
Empathize
Persuasive
Values



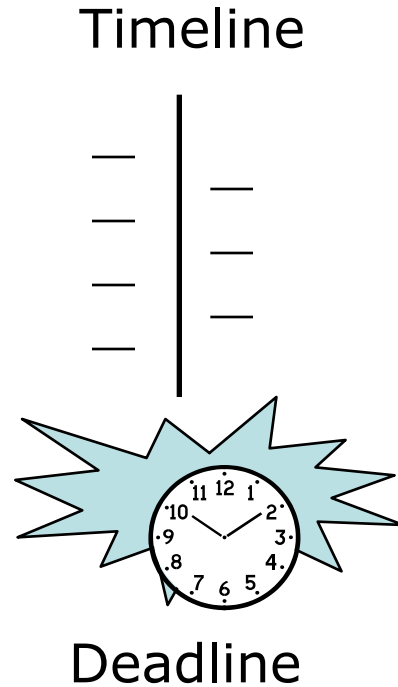
T's may seem cold to F's

T needs F for balance

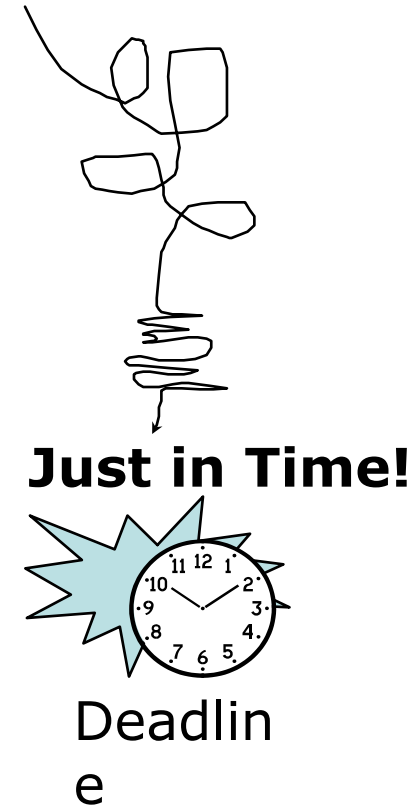
F's may seem emotional to T's

F needs T for balance

Judging - Perceiving: 2 different and normal ways of arranging one's life



Judging Type: uses a planned approach, motivated by meeting the deadline, follows a preset time line



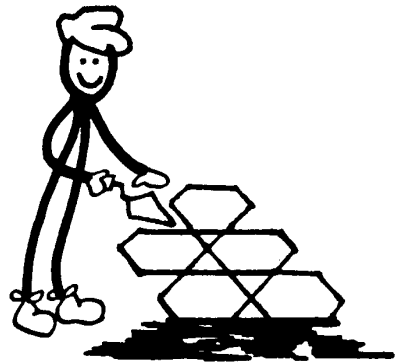
Perceiving Type: prefers a spontaneous approach, motivated by the thrill of pulling off the task in the last few minutes or hours

J

The Judging lifestyle is
decisive and planned

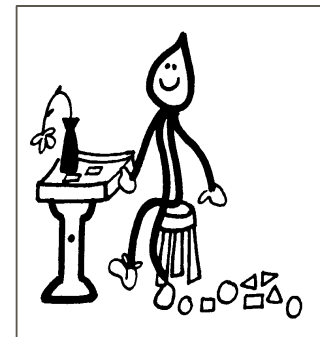
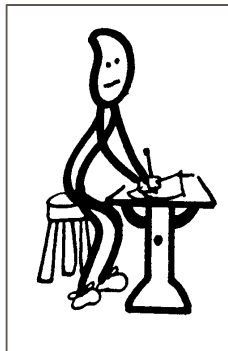
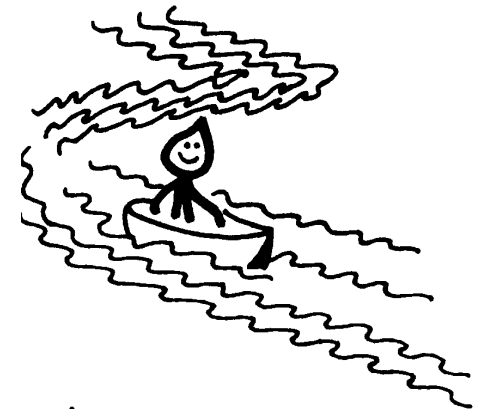
The Perceiving lifestyle is
flexible and spontaneous

P



**Organized
Structure
Control
Decisive
Closure
Plan
Deadlines**

**Flexible
Flow
Experience
Curious
Openness
Wait
Discoveries**



**J's may seem
rigid to P's**

**J needs P
for balance**

**P's may seem
messy to J's**

**P needs J
for balance**