

Q1. Which is your most natural source of Mental Energy ?

Every person has two faces. One is directed towards the OUTER world of activities, excitements, people, and things. The other is directed inward to the INNER world of thoughts, interests, ideas, and imagination.

While these are two different but complementary sides of our nature, most people have an innate preference towards energy from either the OUTER or the INNER world. Thus one of their faces, either the Extraverted (E) or Introverted (I), takes the lead in their personality development and plays a more dominant role in their behavior.

Extraverted Characteristics, Act first, think/reflect later

Feel deprived when cutoff from interaction with the outside world, Usually open to and motivated by outside world of people and things, Enjoy wide variety and change in people relationships.

Introverted Characteristics Think/reflect first, then Act

Regularly require an amount of "private time" to recharge batteries, Motivated internally, mind is sometimes so active it is "closed" to outside world

Prefer one-to-one communication and relationships

Choose which best fits: Extraversion (E) Introversion (I)

Q2. Which way of Perceiving or Understanding is most "automatic" or natural?

The Sensing (S) side of our mind notices the sights, sounds, smells and all the sensory details of the PRESENT. It categorizes, organizes, records and stores the specifics from the here and now. It is REALITY based, dealing with "what is." It also provides the specific details of memory & recollections from PAST events.

The Intuitive (N) side of our mind seeks to understand, interpret and form OVERALL patterns of all the information that is collected and records these patterns and relationships. It speculates on POSSIBILITIES, including looking into and forecasting the FUTURE. It is imaginative and conceptual.

While both kinds of perceiving are necessary and used by all people, each of us instinctively tends to favor one over the other.

Sensing Characteristics;

Mentally live in the Now, attending to present opportunities. Using common sense and creating practical solutions is automatic instinctual.

Memory recall is rich in detail of facts and past events. Best improvise from past experience

Like clear and concrete information; dislike guessing when facts are "fuzzy"

Intuitive Characteristics,

Mentally live in the Future, attending to future possibilities. Using imagination and creating/inventing new possibilities is automatic instinctual.

Memory recall emphasizes patterns, contexts, and connections. Best improvise from theoretical understanding. Comfortable with ambiguous, fuzzy data and with guessing its meaning.

Choose which best fits: Sensing (S) iNtuition (N)

Q3. Which way of forming Judgments and Making Choices is most natural?

The Thinking (T) side of our mind analyzes information in a DETACHED, objective fashion. It operates from factual principles, deduces and forms conclusions systematically. It is our logical nature.

The Feeling (F) side of our mind forms conclusions in an ATTACHED and somewhat global manner, based on likes/dislikes, impact on others, and human and aesthetic values. It is our subjective nature.

While everyone uses both means of forming conclusions, each person has a natural bias towards one over the other so that when they give us conflicting directions - one side is the natural trump card or tiebreaker.

Thinking Characteristics

Instinctively search for facts and logic in a decision situation.

Naturally notices tasks and work to be accomplished.

Easily able to provide an objective and critical analysis.

Accept conflict as a natural, normal part of relationships with people.

Feeling Characteristics

Instinctively employ personal feelings and impact on people in decision situations

Naturally sensitive to people needs and reactions.

Naturally seek consensus and popular opinions.

Unsettled by conflict; have almost a toxic reaction to disharmony.

Choose which best fits: Thinking (T) Feeling (F)

Q4. What is your "Action Orientation" towards the outside world?

All people use both judging (thinking and feeling) and perceiving (sensing and intuition) processes to store information, organize our thoughts, make decisions, take actions and manage our lives. Yet one of these processes (Judging or Perceiving) tends to take the lead in our relationship with the outside world . . . while the other governs our inner world.

A Judging (J) style approaches the outside world WITH A PLAN and is oriented towards organizing one's surroundings, being prepared, making decisions and reaching closure and completion.

A Perceiving (P) style takes the outside world AS IT COMES and is adopting and adapting, flexible, open-ended and receptive to new opportunities and changing game plans.

Judging Characteristics

Plan many of the details in advance before moving into action.

Focus on task-related action; complete meaningful segments before moving on.

Work best and avoid stress when able to keep ahead of deadlines.

Naturally use targets, dates and standard routines to manage life.

Perceiving Characteristics

Comfortable moving into action without a plan; plan on-the-go.

Like to multitask, have variety, mix work and play.

Naturally tolerant of time pressure; work best close to the deadlines.

Instinctively avoid commitments which interfere with flexibility, freedom and variety

Choose which best fits: Judging (J) Perceiving (P)

Your 4 Personality Type Letters.

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