

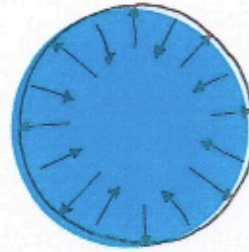
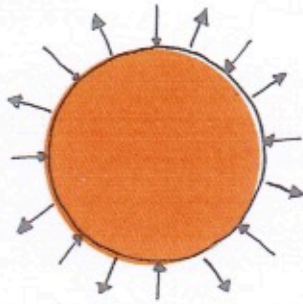


# EXTRAVERSION

# INTROVERSION



How do you direct and receive energy?



Tend to act before thinking  
 Prefer to take action quickly  
 Talk things through  
 Are more expressive when interacting  
 Gain energy from interaction  
 Have a breadth of interests

Tend to think before acting  
 Prefer to spend time in reflection  
 Think things through  
 Are more contained when interacting  
 Gain energy from concentration  
 Have a depth of interests

Remember, E-I is not about *sociability or social confidence*.

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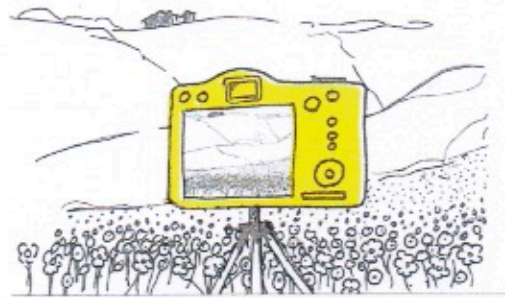
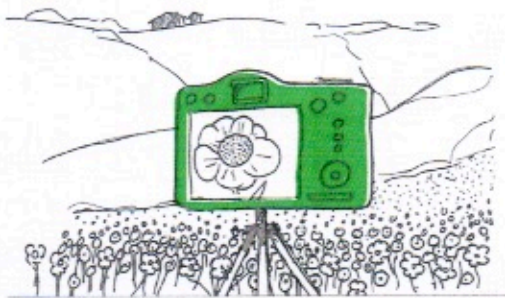


# SENSING

# INTUITION



How do you take in information?



Want to know the facts  
 Look at the specifics  
 Adopt a realistic approach  
 Focus on the here and now  
 Ensure that things work in practice  
 Collect observations about the world

Seek out new ideas  
 Look at the bigger picture  
 Adopt an imaginative approach  
 Anticipate the future  
 Ensure that things work in theory  
 Use conceptual frameworks

Remember, Sensing isn't *sensitive* and Intuition isn't *gut feeling*.

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**t**

# THINKING | FEELING

**f**

How do you decide and come to conclusions?



Apply logical reasoning  
 Use cause-and-effect analysis  
 Seek objective truth  
 Decide using impersonal criteria  
 Focus on tasks  
 Provide a critique

Apply individual values  
 Understand others' viewpoints  
 Seek harmony  
 Decide according to personal situation  
 Focus on relationships  
 Offer praise

Remember, Thinking types can *feel* and Feeling types can *think*.

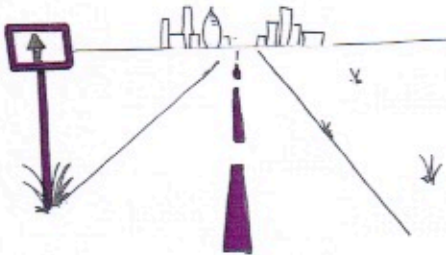
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**j**

# JUDGING | PERCEIVING

**p**

How do you approach the outside world?



Like to come to closure  
 Make plans  
 Act in a controlled way  
 Prefer to act within a structure  
 Prefer to schedule activities

Like to keep a range of choices available  
 Remain flexible  
 Respond to emerging information  
 Prefer to go with the flow  
 Prefer to be spontaneous

Remember, Judging isn't *judgmental* and Perceiving isn't *perceptive*.

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