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.

SENSEING | 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.
THINKING | FEELING

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.

JUDGING | PERCEIVING

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.