

# Understanding the Type Preferences

Adapted from J. Hoffman worksheet

**The Perceiving Function** - Two ways of perceiving or taking in information:

S - The **sensing** function takes in information by way of the five senses - sight, sound, touch, taste and smell.

N - The **intuitive** function processes information by way of a *sixth sense* or *hunch*.

Everybody uses both, but one is usually preferred and better developed.

Sensing	Intuitive
Looks at <i>specific parts and pieces</i> .	Looks at <i>patterns and relationships</i> .
Lives in the <i>present</i> , enjoying what's there.	Lives toward the <i>future</i> , anticipating what might be.
Prefers handling <i>practical</i> matters.	Prefers imagining <i>possibilities</i> .
Likes things that are <i>definite</i> , measurable.	Likes opportunities for being <i>inventive</i> .
Starts at the <i>beginning</i> .	Jumps in <i>anywhere</i> , leaps over steps.
Reads <i>details</i> and notices details.	Skips directions, follows <i>hunches</i> .
Likes set procedures, established <i>routines</i> .	Likes <i>change and variety</i> .
S's may seem too <i>realistic</i> and <i>literal-minded</i> to N's.	N's may seem <i>fickle, impractical</i> dreamers to S's.
S's need intuition for balance.	N's need sensing for balance.

S-----N

**The Energy Line** - Two complimentary attitudes toward the world:

**E** - An **extravert's** essential stimulation is from the *environment*.

**I** - An **introvert's** essential stimulation is from within *the self* - the inner world of thoughts and *reflections*.

Everybody uses both, but one is usually preferred and better developed.

Extraversion	Introversion
Feels pulled <i>outward</i> by <i>external</i> claims and conditions.	Feels pushed <i>inward</i> by <i>internal</i> claims and conditions.
Energized by <i>other people</i> and <i>external</i> experiences.	Energized by <i>inner resources</i> , <i>internal</i> experiences.
Acts, then (maybe) reflects.	Reflects, then (maybe) acts.
Is often friendly, talkative, <i>easy to know</i> .	Is often reserved, quiet, <i>hard to know</i> .
Expresses emotions.	Bottles up emotions.
Needs <i>relationships</i> .	Needs <i>privacy</i> .
Gives <i>breadth</i> to life.	Gives <i>depth</i> to life.
E's may seem <i>shallow</i> to I's.	I's may seem <i>withdrawn</i> to E's.
E's need introversion for balance.	I's need extraversion for balance.

E-----I

**The Judging Function - Two ways of deciding or evaluating:**

T - The **thinking** function decides on the basis of *logic* and *objective* considerations.

F - The **feeling** function decides on the basis of personal, subjective *values*.

Everybody uses both, but one is usually preferred and better developed.

Thinking	Feeling
Decides with the <i>head</i> .	Decides with the <i>heart</i> .
Goes by <i>logic</i> .	Goes by <i>personal convictions</i> .
Concerned for <i>truth</i> and <i>justice</i> .	Concerned for <i>relationships</i> and <i>harmony</i> .
Sees things as <i>on-looker</i> , from <i>outside</i> a situation.	Sees things as a <i>participant</i> , from <i>within</i> a situation.
Takes a <i>long</i> view.	Takes an <i>immediate</i> and personal view.
Spontaneously <i>finds flaws</i> and <i>criticizes</i> .	Spontaneously <i>appreciates</i> and <i>empathizes</i> .
Good at <i>analyzing plans</i> .	Good at <i>understanding people</i> .
T's may seem <i>cold</i> and <i>condescending</i> to F's.	F's may seem <i>fuzzy-minded</i> and <i>emotional</i> to T's.
T's need feeling for balance.	F's need thinking for balance.

T-----F

**The Lifestyle Line** - Organizing life vs. experiencing life:

**J** - A **judging** lifestyle is *decisive, planned* and *orderly*.

**P** - A **perceptive** lifestyle is *flexible, adaptable* and *spontaneous*.

Everybody uses both, but one is usually preferred and better developed.

<b>Judging</b>	<b>Perceptive</b>
Prefers an <i>organized</i> lifestyle.	Prefers a <i>flexible</i> lifestyle.
Likes definite <i>order</i> and <i>structure</i> .	Likes going with <i>the flow</i> .
Likes to have life <i>under control</i> .	Prefers to experience life <i>as it happens</i> .
Enjoys being <i>decisive</i> .	Enjoys being <i>curious, discovering</i> surprises.
Likes clear <i>limits</i> and <i>categories</i> .	Likes freedom to <i>explore without limits</i> .
Feels comfortable establishing <i>closure</i> .	Feels comfortable maintaining <i>openness</i> .
Handles deadlines, <i>plans in advance</i> .	Meets deadlines by <i>last minute rush</i> .
J's may seem <i>demanding, rigid, and uptight</i> to P's.	P's may seem <i>messy, disorganized</i> and <i>irresponsible</i> to J's.
J's need perception for balance.	P's need judgment for balance.

J-----P