

YOUR TYPE PREFERENCES

EXTRAVERSION or INTROVERSION

This preference pairing deals with how you are **energized**—either from the external world [E] or from the internal world [I]. This preference is *not* about how outgoing or shy you are. Check which statement from each pair describes you best:

Appeal to Extraversion

- Lots going on, active
- Interruptions are stimulating, fun
- Outgoing, communicative atmosphere
- Group or team approach
- Discussion for processing ideas
- Busy, energetic places
- Thoughts and feelings shared readily
- Experimentation, then reflection
- Focus on the outer world
- Emphasis on people and things

Appeal to Introversion

- One thing going on, reflective
- Interruptions are distracting, annoying
- Reserved, protective atmosphere
- Solo or partnership approach
- Introspection for processing ideas
- Quiet, contemplative places
- Thoughts and feelings guarded until ready to share
- Reflection, then experimentation
- Focus on the inner world
- Emphasis on thoughts and ideas

Overall, the preference that describes me best is Extraversion (E)___ or Introversion (I)___.

SENSING or INTUITION

This preference pairing deals with how you **gather information**—through your five senses [S] or through hunches, analogies, and connections [N].¹ Check which statement from each pair describes you best:

Appeal to Sensing

- Practical, common-sense focus
- Accuracy required
- Past experience valued
- Methodical approaches used
- Current reality emphasis
- Rewards for following procedures
- Improving the real world
- Practical application of learning is key
- Command of details, procedures is honored
- Predictable routines

Appeal to Intuition

- Innovative, insightful focus
- Creativity required
- Inspiration valued
- Novel approaches used
- Future possibilities emphasis
- Rewards for finding a better way
- Designing the ideal world
- Theoretical understanding of learning is key
- Agility making connections and hunches is honored
- Variety, unpredictability

Overall, the preference that describes me best is Sensing (S)___ or Intuition (N)___.

¹The "N" is used for "Intuition" because the "I" has already been used for "Introversion."

THINKING or FEELING

This preference pairing deals with how you **make decisions**—using objective, logical principles [T], or by stepping into the shoes of those involved [F]. Check which statement from each pair describes you best:

Appeal to Thinking

- Emphasis on logic, analysis
- Ideas for data and things
- Decisions made fairly but firmly—few exceptions
- Business first—orientation toward task
- Recognition desired for meeting or exceeding task requirements
- Analyze—find the flaw
- Objective—decisions made with the head
- Skepticism and controversy enrich productivity
- Drive for competency
- Reasons—clear rules and principles

Appeal to Feeling

- Emphasis on harmony, diplomacy
- Ideas for people
- Decisions made empathetically—considering the circumstances
- Camaraderie first—orientation toward people
- Praise desired for personal effort as tasks unfold
- Sympathize—find the positive
- Subjective—decisions made with the heart
- Acceptance and sympathy enrich productivity
- Drive for relationship-building
- Values—discerning what is important to each person involved

Overall, the preference that describes me best is Thinking (T)___ or Feeling (F)___.

JUDGING or PERCEIVING

This preference pairing deals with how you choose to **approach life**—whether you plan your work and work your plan [J] or take advantage of the moment [P]. Check which statement from each pair describes you best:

Appeal to Judging

- Organized and efficient
- Emphasis on planning projects and events
- Planning ahead is key to reducing stress
- Settled and decided
- Work before play
- Much is accomplished through regular, steady effort
- Focus on tasks and timetables
- Stated goals and outcomes
- Emphasis on coming to closure on decisions
- Enjoy finishing tasks

Appeal to Perceiving

- Flexible, allowing for multiple tasks
- Emphasis on allowing projects and events to unfold
- Allowing for contingencies is key to reducing stress
- Open to late-breaking information
- Work and play coexist
- Much is accomplished through last-minute effort
- Focus on processes and options
- Stated general parameters
- Emphasis on gathering new information before deciding
- Enjoy starting tasks

Overall, the preference that describes me best is Judging (J)___ or Perceiving (P)___.