

## Personality Type

<b>Extrovert (E)</b>	<b>Introvert (I)</b>
Outgoing, gregarious, expansive Many social relationships Expressive, congenial, public Mixer, mingle at parties Lonely when alone Easily begin new relationships Discuss everything with everyone Speak first. Talks more than listens. Action-oriented Enjoys being center of attention Objective	Focused internally A few deep, personal relationships Reflective, quiet observer, private Prefer one-on-one conversations Seeks time alone Gets to know people more slowly Only shares personal life with close friends Thinks first. Listens more than talks. Reflects carefully Resists being center of attention Subjective

<b>Intuitive (N)</b>	<b>Sensor (S)</b>
Focused on "what could be". Possibilities. Lives in future. In the clouds. Conceptual, general Insights, Ideas, hunches Loves all new ideas Anticipates future events Seeks inspiration Invents, initiates Often restless Original Sacrifice present pleasure for future	Focused on "what is". Actuality, reality Lives in present. Down-to-earth. Realistic, straightforward, specific Facts, examples, evidence Only likes new ideas with practical applications Waits to for events to occur before responding Seeks enjoyment Pleasure lover, consumer, comfort, luxury Often content Imitates Lives for here and now

<b>Thinking (T)</b>	<b>Feeling (F)</b>
Objective Analytical, logical, cool Divide Laws, rules, policies Impersonal Truthful Brief, businesslike Justice Achievement	Subjective Caring, compassionate, warm Include Extenuating circumstances Personal Tactful Friendly, casual Harmony, mercy Appreciation

<b>Judging (J)</b>	<b>Perceiving (P)</b>
Comfortable after decision made Fixed goals with fixed timeline Decided Work now. Enjoy later (if time) Planned, structured Loves to finish projects Steady, sustained effort Decisive Rules, customs, plans, specifications Make right decision. Do right thing.	Comfortable leaving options open Open-ended goals subject to change Flexible Enjoy now. Spontaneous, indeterminate Loves to begin new projects On and off effort Puts off decisions Flexibility to accommodate changing situation Have as many experiences as possible

**(E) Extrovert**  
**(I) Introvert**

**(N) Intuitive**  
**(S) Sensors**

**(T) Thinking**  
**(F) Feeling**

**(J) Judging**  
**(P) Perceiving**