



Your Personality Style

A brief overview of different personality styles in terms of strengths and weaknesses

Matching your personality strengths with your objectives



The Myers-Briggs Type Indicator (MBTI) test indicates psychological preferences

The test uses 4 categories with opposite pairs for each

This results in a total of 16 combinations; each trait is noted with a letter:

(E) Extraversion or **(I) Introversion**

(S) Sensing or **(N) iNtuition**

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

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

The Sixteen Types

U.S. Population Breakdown

The table organizing the sixteen types was created by Isabel Myers (an INFP).

ISTJ 11.6%	ISFJ 13.8%	INFJ 1.5%	INTJ 2.1%
ISTP 5.4%	ISFP 8.8%	INFP 4.3%	INTP 3.3%
ESTP 4.3%	ESFP 8.5%	ENFP 8.1%	ENTP 3.2%
ESTJ 8.7%	ESFJ 12.3%	ENFJ 2.4%	ENTJ 1.8%

Look at strengths & weaknesses for each type; first: *Introverts & Extroverts*

	Introvert	Extrovert
Strengths	<ul style="list-style-type: none"> ▪ Independent ▪ Works alone ▪ Is diligent ▪ Reflects ▪ Works with ideas ▪ Is careful of generalizations ▪ Is careful before acting 	<ul style="list-style-type: none"> ▪ Understands the external ▪ Interacts with others ▪ Is open ▪ Acts, does ▪ Is well understood
Potential Weaknesses	<ul style="list-style-type: none"> ▪ Misunderstands the external ▪ Avoids others; is secretive ▪ Loses opportunities to act ▪ Is misunderstood by others ▪ Needs quiet to work ▪ Dislikes being interrupted 	<ul style="list-style-type: none"> ▪ Has less independence ▪ Does not work without people ▪ Needs change, variety ▪ Is impulsive ▪ Is impatient with routine

Sensing and *intuition* are the information-gathering (perceiving) functions

	Intuitive	Sensitive
Strengths	<ul style="list-style-type: none"> ▪ Sees possibilities ▪ Sees the big picture ▪ Imagines, intuits ▪ Works out new ideas ▪ Works with the complicated ▪ Solves novel problems 	<ul style="list-style-type: none"> ▪ Attends to detail ▪ Is practical ▪ Has memory for detail, fact ▪ Works with tedious detail ▪ Is patient ▪ Is careful, systematic
Potential Weaknesses	<ul style="list-style-type: none"> ▪ Is inattentive to detail ▪ Is inattentive to reality ▪ Is impatient with the tedious ▪ Leaves things out in leaps of logic ▪ Loses sight of the here-and-now ▪ Jumps to conclusions 	<ul style="list-style-type: none"> ▪ Does not see possibilities ▪ Loses the overall in details ▪ Mistrusts intuition ▪ Does not work out the new ▪ Is frustrated with the complicated ▪ Prefers not to imagine future

Thinking and *Feeling* are the decision-making (judging) functions

	Feeler	Thinker
Strengths	<ul style="list-style-type: none"> ▪ Considers others' feelings ▪ Understands needs, values ▪ Is interested in conciliation ▪ Persuades, arouses 	<ul style="list-style-type: none"> ▪ Is logical, analytical, objective ▪ Is organized ▪ Has critical ability ▪ Is just ▪ Stands firm
Potential Weaknesses	<ul style="list-style-type: none"> ▪ Is not guided by logic ▪ Is not objective ▪ Is less organized ▪ Is uncritical, overly accepting ▪ Bases justice on feelings 	<ul style="list-style-type: none"> ▪ Does not notice people's feelings ▪ Misunderstands others' values ▪ Is uninterested in conciliation or persuasion ▪ Does not show feelings ▪ Shows less mercy

People use their Judging or Perceiving function when relating to the outside world

	Perceiver	Judger
Strengths	<ul style="list-style-type: none"> ▪ Compromises ▪ Sees all sides of issues ▪ Is flexible, adaptable ▪ Remains open for changes ▪ Decides based on all data ▪ Is not judgmental 	<ul style="list-style-type: none"> ▪ Decides ▪ Plans ▪ Orders ▪ Controls ▪ Makes quick decisions ▪ Remains with a task
Potential Weaknesses	<ul style="list-style-type: none"> ▪ Is indecisive ▪ Does not plan ▪ Has no order ▪ Does not control circumstances ▪ Is easily distracted from tasks ▪ Does not finish tasks 	<ul style="list-style-type: none"> ▪ Is unyielding, stubborn ▪ In inflexible, inadaptatable ▪ Decides with insufficient data ▪ Is judgmental ▪ Is controlled by task or plans