

Extravert or Introvert

- **Extravert** statements:
 - I am seen as “outgoing” or as a “people person.”
 - I feel comfortable in groups and like working in them.
 - I have a wide range of friends and know lots of people.
 - I sometimes jump too quickly into an activity and don’t allow enough time to think it over.
 - Before I start a project, I sometimes forget to stop and get clear on what I want to do and why.

Extravert or Introvert

- **Introvert** statements:
 - I am seen as “reflective” or “reserved.”
 - I feel comfortable being alone and like things I can do on my own.
 - I prefer to know just a few people well.
 - I sometimes spend too much time reflecting and don’t move into action quickly enough.
 - I sometimes forget to check with the outside world to see if my ideas really fit the experience.

Sensing or iNtuition

- **Sensing** statements:
 - I remember events as snapshots of what actually happened.
 - I solve problems by working through facts until I understand the problem.
 - I am pragmatic and look to the “bottom line.”
 - I start with facts and then form a big picture.
 - I trust experience first and trust words and symbols less.
 - Sometimes I pay so much attention to facts, either present or past, that I miss new possibilities.

Sensing or iNtuition

- **Intuitive** statements:
 - I remember events by what I read “between the lines” about their meaning.
 - I solve problems by leaping between different ideas and possibilities.
 - I am interested in doing things that are new and different.
 - I like to see the big picture, then to find out the facts.
 - I trust impressions, symbols, and metaphors more than what I actually experienced
 - Sometimes I think so much about new possibilities that I never look at how to make them a reality.

Thinking or Feeling

- **Thinker** statements:
 - I enjoy technical and scientific fields where logic is important.
 - I look for logical explanations to most everything.
 - I believe telling the truth is more important than being tactful.
 - Sometimes I miss or don't value the "people" part of a situation.
 - I can be seen as too task-oriented, uncaring, or indifferent.

Thinking or Feeling

- **Feeler** statements:
 - I am concerned with harmony and I am nervous when there is conflict.
 - I look for what is important to others and I express concern for others.
 - I believe being tactful is more important than telling the "cold" truth.
 - Sometimes I miss seeing or communicating the "hard truth" of situations.

Judging or Perceiving

- **Judger** statements:
 - I like to have things decided.
 - I appear to be task oriented.
 - I like to make lists of things to do.
 - I like to get my work done before playing.
 - I plan work to avoid rushing just before a deadline.
 - Sometimes I focus so much on the goal that I miss new information.

Judging or Perceiving

- **Perceiver** statements:
 - I like to stay open to respond to whatever happens.
 - I appear to be loose and casual. I like to keep plans to a minimum.
 - I like to approach work as play or mix work and play.
 - I work in bursts of energy.
 - I am motivated by an approaching deadline.
 - Sometimes I stay open to new information so long I miss making decisions when they are needed.