

MBTI PERSONALITY TYPE FUNDAMENTALS

This table describes the characteristics associated with our preferred mental activities and processes and with the way we prefer to focus our attention, get energised and interact with our world, as identified in Carl Jung's psychological type theory. Because Jung's theory describes innate preferences, the MBTI Instrument identifies four separate dichotomies.

Everyone uses both ways at times and in different situations, but one is usually preferred, better developed and comes naturally. This approach does not measure skills which are developed through deliberate practice, but highlights our natural preferences. As it takes much more effort to develop a non-preferred characteristic through deliberate practice than it does to optimise what we're already wired for, understanding personality type provides an insight into understanding and getting the best out of self and others.

THE 4 AREAS	INNATE PREFERENCE FOR:	INNATE PREFERENCE FOR:
Where we focus our attention & get energy:	EXTRAVERSION – outwardly focused:	INTROVERSION – inwardly focused:
	<ul style="list-style-type: none"> Talkative, outgoing, quick to get to know Energised by people & external experiences Needs interaction Thinks out loud, acts, then reflects Likes to be in a fast-paced environment, quick to express thoughts & emotions Enjoys being the centre of attention 	<ul style="list-style-type: none"> Reserved, quiet, takes time to get to know Energised by inner resources & internal experiences Needs privacy Thinks things through, reflects, acts Prefers a slower pace and time for contemplation The quiet achiever: prefers not to be the centre of attention
How we prefer to take in information:	SENSING – reliance on the tangible & the 5 senses of sight, sound, touch, taste & smell	INTUITION – reliance on insight and relating the information to the big picture
	<ul style="list-style-type: none"> Focused on the reality, the practical, lives in the present and the what is Prefers concrete facts & details, sees specific parts & pieces Likes facts & things that are definite & measurable Takes in information in a methodical, one step at a time way Works hands-on with parts to understand the overall design Enjoys using & refining the known & familiar 	<ul style="list-style-type: none"> Looks toward the future, imagines the possibilities of what could be Sees patterns, relationships, how everything connects Likes opportunities for being inventive & to innovate Jumps in anywhere, leaps over steps Studies overall design to understand how parts fit together Enjoys experimenting with the new & different
How we prefer to make decisions	THINKING – makes decisions on the basis of logical analysis	FEELING - makes decisions on the basis of relative worth
	<ul style="list-style-type: none"> Decides with the head – impersonal, logical reasoning Values truth, justice, fairness Sees things as an onlooker from outside the situation Spontaneously critiques – enjoys finding flaws in an argument Objective, impersonal, precise, level-headed 	<ul style="list-style-type: none"> Decides with the heart – based on personal values and impact on others Values relationships, harmony, forgiveness Sees things as a participant, from within the situation Spontaneously appreciates – likes to please and point out the best in people Subjective, personal, empathetic, persuasive
How we deal with the outer world/Our preferred lifestyle	JUDGING – decisive, planned, orderly	PERCEIVING – flexible, adaptable, spontaneous
	<ul style="list-style-type: none"> Prefers an organised lifestyle Likes definite order & structure Likes to have life under control Enjoys being decisive, likes closure Likes clear limits & categories Likes to plan in advance to handle deadlines Deliberate, productive 	<ul style="list-style-type: none"> Prefers a flexible lifestyle Likes going with the flow Prefers to experience life as it happens Enjoys being curious, discovering surprises, likes to leave options open Likes freedom to explore without limits Meets deadlines by last minute rush Spontaneous, receptive

Can you identify your personality type preferences?

Book a free discussion to find out why understanding your personality type is important for you and get a special HerBusiness Member Offer on your MBTI Personality Type Inventory, Intro to Type Booklet and debrief.

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