

CHARTS

As you read these charts, keep in mind that we are all mixtures of many characteristics. A highly functioning, healthy person, must, by definition, be a mixture of all modes. Dominance is determined by the percentage of each amount in any given personality. Obviously, not everyone will reach the high levels of excellence described here.

CHART #1:

MAJOR TRAITS OF THE EIGHT PREFERENCES

MAJOR TRAITS OF THE INTROVERT "I" :

- likes quiet
- likes to concentrate without intrusions and interruptions
- intensive rather than extensive
- may have trouble remembering names and faces
- works contentedly alone
- enjoys solitary pursuits
- may have problems communicating freely
- is energized by being alone
- is reflective
- interested in internal happenings
- may be slow to respond to external cues

MAJOR TRAITS OF THE EXTRAVERT "E" :

likes variety and action
plunges readily into new and untried experiences
good at interacting with a lot of people
communicates freely
often acts quickly, without thinking
interested in external happenings
responds more quickly to external cues

MAJOR TRAITS OF SENSING TYPES "S" :

likes a pre-established way of doing things
acutely aware of external environment
reaches conclusions in a step-by-step manner
patient with routine details and precision work
rejects conclusions unless there is concrete, visible proof
good at observing the actual
possesses stamina and endurance
patience for routines
concerned with the pragmatic, with present reality, the here and now
faith in common sense
dislikes complexity of thought
concerned with tangible, concrete sense objects and physical needs
seeks perfection in action in the physical universe

MAJOR TRAITS OF INTUITIVE TYPES "N":

craves inspiration as the breath of life
wants to constantly change or improve what is
faces life expectantly
imaginative at the expense of observation of details
inventive, innovative, ingenious, and original
works in bursts of energy powered by enthusiasm, with slack periods in between
reaches conclusions quickly

dislikes taking time for precision work or routine, repetitive chores

patient with complicated situations
excited by inner meanings, symbols, ideas, concepts
intrigued by fantasies, hunches, speculations and theories
always one step ahead, thinking about possibilities
enjoys complexity and profundity of thought
seeks perfection in the world of ideas and ideals

MAJOR TRAITS OF THE THINKING TYPES "T":

values logic above sentiment
responds to words such as: principles, policies, laws, criteria,
logic, objectives, justice, categories, standards, analysis
impersonal, more interested in things than human relationships
more truthful than tactful
can get along in a non-harmonious environment and may not
even be aware of others' distress or hostility
blocks facial expression in a crisis
may hurt people without realizing it
firm-minded
able to reprimand and criticize more easily than "F"
stronger in executive ability than social arts
likely to question conclusions
brief and businesslike
good at organizing facts and ideas into a logical sequence
tends to suppress, undervalue and ignore feeling
intellectually critical
not easily influenced by outside pressures or views

MAJOR TRAITS OF THE FEELING TYPES "F":

values harmony, togetherness, relationships
sensitive to emotional climate: aware of people and their
feelings
responds to words such as: values, intimacy, sympathy,
harmony, devotion, appreciation
enjoys pleasing others and living up to others' expectations

dislikes telling people unpleasant news
values sentiment above logic
more tactful than truthful
stronger in social arts than executive ability
naturally friendly; difficulty being brief and business-like
may ramble and repeat what has already been said
may have difficulty organizing thoughts
may suppress, undervalue and ignore logic

MAJOR TRAITS OF THE PERCEIVING TYPES "P":

independent, autonomous, and insubordinate
spontaneous: has the ability to wholeheartedly experience the moment even if some intended things go undone
open-minded: is willing to admit to new ideas even if they conflict with one's own
understanding of others and tolerant of other points of view
curious and adventurous
zest for experience
adaptability arising from willingness to let go of the old and improvise to meet altered conditions.
democratic

MAJOR TRAITS OF THE JUDGING TYPES "J":

judicious: wise, trustworthy, sound judgments
wants to manage, direct, plan, set limits
feels safe within strict boundaries
restrained, self-regimented, purposeful and exacting
steadfast, reliable, dependable, responsible
aims to be right and good
systematic and orderly
sustains effort through will power
decisive
exercises authority and willing to advise people
has firm, settled opinions
accepts routine
duty above pleasure