

Myers-Briggs Type Descriptors

		Sensing		Intuition			
		Thinking	Feeling	Feeling	Thinking		
I n t r o v e r s i o n		ISTJ: The Inspector Serious, quiet, earn success by concentration and thoroughness. Practical, orderly, matter-of-fact, logical, realistic, and dependable. See to it that everything is well organized. Take responsibility. Make up their own minds as to what should be accomplish and work toward it steadily, regardless of protests or distractions.	ISFJ: The Protector Quiet, friendly, responsible, and conscientious. Work devotedly to meet their obligations. Lend stability to any project or group. Thorough, painstaking, accurate. Their interest are usually not technical. Can be patient with necessary details. Loyal, considerate, perceptive, concerned with how other people feel.	INFJ: The counselor Succeed by perseverance, originality and desire to do whatever is needed or wanted. Put their best efforts into their work. Quietly forceful, conscientious, concerned for others. Respected for their firm principles. Likely to be honored and followed for their clear convictions as to how best to serve the common good.	INTJ: The Mastermind Usually have original minds and great drive for their own ideas and purposes. In fields that appeal to them, they have a fine power to organize a job and carry it through with or without help. Skeptical, critical, independent, determined, sometimes stubborn. Must learn to yield less important points in order to win the most important	J u d g i n g	
		ISTP: The Crafter Cool onlookers--quiet, reserved, observing and analyzing Life with detached curiosity and unexpected flashes of original humor. Usually interested in cause and effect, how and why mechanical things work, and in organizing facts using logical principles.	ISFP: The Composer Retiring, quietly friendly, sensitive, kind, modest about their abilities. Shun disagreements, do not force their opinions or values on others. Usually do not care to lead but often loyal followers. Often relaxed about getting things done, because they enjoy the present moment and do not want to spoil it by undue haste or exertion.	INFP: The Healer Full of enthusiasms and loyalties, but seldom talk of these until they know you well. Care about learning, ideas, language, and independent projects of their own. Tend to undertake too much then somehow get it done. Friendly, but often too absorbed in what they are doing to be sociable. Little concerned with possessions or physical surroundings.	INTP: The Architect Quiet and reserved. Especially enjoy theoretical or scientific pursuits. Like solving problems with logic and analysis. Usually interested mainly in ideas, with little liking for parties or small talk. Tend to have sharply defined interests. Need careers where some strong interest can be used and useful.		
E x t r a v e r s i o n		ESTP: The Promoter Good at on-the-spot problem solving. Do not worry, enjoy whatever comes along. Tend to like mechanical things and sports, with friends on the side. Adaptable, tolerant, generally conservative in values. Dislike long explanations. Are best with real things that can be worked, handled, taken apart, or put together.	ESFP: The Performer Outgoing, easygoing, accepting, friendly, enjoy everything and make things more fun for others by their enjoyment. Like sports and making things happen. Know what's going on and join in eagerly. Find remembering facts easier than mastering theories. Are best in situations that need sound common sense and practical ability with people as well as with things.	ENFP: The Champion Warmly enthusiastic and imaginative. See life as full of possibilities. Make connections between events and information very quickly, and confidently proceed based on the patterns they see. Want a lot of affirmation from others, and readily give appreciation and support. Spontaneous and flexible, often rely on their ability to improvise and their verbal fluency.	ENTP: The Inventor Quick, ingenious, good at many things. Stimulating company, alert and outspoken. May argue for fun on either side of a question. Resourceful in solving new and challenging problems, but may neglect routine assignments. Apt to turn to one new interest after another. Skillful in finding logical reasons for what they want.	P e r c e i v i n g	
		ESTJ: The Supervisor Practical, realistic, matter-of-fact, with a natural head for business or mechanics. Not interested in subjects they see no use for, but can apply themselves when necessary. Like to organize and run activities. May make good administrators, especially if they remember to consider others' feelings and points of view.	ESFJ: The Provider Warm-hearted, talkative, popular, conscientious, born cooperators, active committee members. Need harmony and may be good at creating it. Always doing something nice for someone. Work best with encouragement and praise. Main interest is in things that are directly and visibly affect other people's lives.	ENFJ: The Teacher Warm, empathetic, responsive, and responsible. Highly attuned to the emotions, needs, and motivations of others. Find potential in everyone, want to help others fulfill their potential. May act as catalysts for individual and group growth. Loyal, responsive to praise and criticism. Sociable, facilitate others in a group, and provide inspiring leadership.	ENTJ: The Field Marshal Hearty, frank, decisive, leaders in activities. Usually good in anything that requires reasoning and intelligent talk, such as public speaking. Are usually well informed and enjoy adding to their fund of knowledge. May sometimes appear more positive and confident that their experience in an area warrants others. Forceful in presenting their ideas.		

Sources: Keirsey, David and Marilyn Bates, "Please Understand Me: Character and Temperament Types", Prometheus Nemesis Book Company, 2006
 Briggs Myers, Isabel and Peter B. Myers, "Gifts Differing: Understanding Personality Type", Nicholas Brealey America; Reprint edition, 1995

Myers-Briggs Preference Summary

Where you focus your attention		
	E_xtraversion	I_ntroversion
Descriptors	Initiating, expressive, gregarious, active, enthusiastic	Receiving, contained, intimate, reflective, reserved
Communication	Speaks readily, verbal, openly expressive	Deliberate, prefers written, withhold until ready
Decision making	Tends to involve others, fast, visible process	Independent, thoughtful, longer duration
Under stress	Talk loudly, fight with logic or feeling	More controlled, withdraw
Needs to learn	Pause and listen, think before speaking, don't interrupt	Share thoughts more readily, be concise, maintain eye contact
The way you take in information		
	S_ensing	I_ntuition
Descriptors	Concrete, realistic, practical, experimental, traditional	Abstract, imaginative, conceptual, theoretical, original
Communication	Uses facts and details, specific descriptors	Tells a story, brainstorms
Decision making	Practical, realistic alternatives	Creative, unique alternatives
Under stress	Rigid, their way is the best way	Lost in possibilities, makes mistakes
Needs to learn	Start with the big picture Don't leap to solving the problem	Share relevant facts Clearly identify the problem
The way you make decisions		
	T_hinking	F_eeeling
Descriptors	Logical, reasonable, questioning, critical, tough	Empathetic, compassionate, accommodating, accepting, tender
Communication	Candid, blunt, cool	Friendly, open, warm
Decision making	Based on logic, impact on things	Based on feelings, impact on people
Under stress	Withholds emotion, loses sight of feelings	Shows emotion, loses sight of logic
Needs to learn	Use empathy, consider people	Speak more directly, consider logic, be brief
How you deal with the outer world		
	J_uudging	P_erceiving
Descriptors	Systematic, planning, early starting, scheduled, methodical	Casual, open-ended, pressure-prompted, spontaneous, emergent
Communication	Succinct, on demand	Roundabout, spontaneous
Decision making	Prefers closure, "final" is final	Prefers to keep things open, "final" is a step in the process
Under stress	Controlled, inflexible	Procrastinate, disorganized
Needs to learn	Be flexible, consider multiple options	Respect timelines, focus on a goal