

# Understanding TYPE & MBTI

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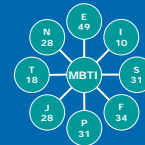
## Preferences

- > **E**xtraversion
- > **S**ensing
- > **T**hinking
- > **J**udging
- > **I**ntraversion
- > **i**ntuition
- > **F**eeling
- > **P**erceiving

## The 16 types

- > ESTJ
- > ESFJ
- > ESFP
- > ENFP
- > ESTP
- > ENFJ
- > ENTP
- > ENSJ
- > INFP
- > ISFP
- > INTP
- > INTJ
- > ISTP
- > ISTJ
- > ISFJ
- > INFJ

## What is this class like?



- |          |           |          |           |
|----------|-----------|----------|-----------|
| ESTP - 5 | ESFJ - 10 | ENFJ - 7 | ISFJ - 1  |
| ESTJ - 3 | INTJ - 2  | INFJ - 2 | ENFP - 12 |
| ISTP - 1 | ENTP - 4  | ENTJ - 1 |           |
| ISTJ - 2 | ESFP - 7  | ISFP - 2 |           |

## EXTRAVERT

## INTROVERT

### ➤ Energy Source

*How and Where I get my energy*



## EXTROVERTS

- Focus outward, people, things, action, oriented to the outer world.
- Active.
- Sociable.
- Extensive.
- Action, acts then reflects later, active.
- Use trial and error with confidence.
- Energy derived from external experiences.



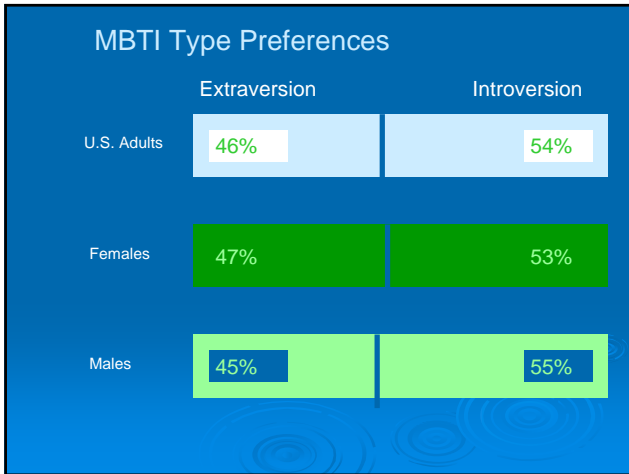
## INTROVERTS



- Reflective
- Reserved
- Quiet
- Considers deeply before acting
- Needs space
- Values time alone to re-energize

## Class & Study Environments

- Extroverts
  - Variety and action.
  - Like to see the results and get it done.
  - Can deal with interruptions.
  - Like to have people around them.
  - Act first, reflect later.
  - Good Communicators
- Introverts
  - Enjoy quiet so they can concentrate.
  - Careful with details.
  - Dislike interruptions.
  - Think first, act later.
  - Can work well alone.
  - Good with ideas and conceptual information.
  - Reserved and questioning.



## SENSING INTUITIVE

➤ **Gathering Information**  
*What you pay attention to when you gather information.*

## SENSING

- Facts, Details
- Like routine and sequence.
- The eyes tell the mind.
- Perceive with 5 senses.
- Practical, reality, common sense.
- Work in the present.

## INTUITIVE

- Process info via "Sixth Sense" or Hunch.
- Sees the big picture, imaginative.
- Looks at the possibilities.
- Needs the inspiration.
- Mind tells the eyes.
- Dreamer
- Works in Random

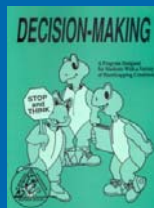
## Class & Study Environments

- Sensing
  - Like to analyze and put things in logical order.
  - Values being treated fairly.
  - Focuses on what works now.
  - May become uncomfortable when others show too much emotion.
  - Enjoy applying what they have already learned.
- iNtuitive
  - Sympathetic to others feelings and this often influences decisions.
  - Needs praise to be happy.
  - Dislikes communicating unpleasant info.
  - Dislikes taking time for precision.
  - Enjoys learning new skills.
  - Focuses on how things can be improved.

## MBTI Type Preferences

|             | Sensing | Intuition |
|-------------|---------|-----------|
| U.S. Adults | 68%     | 32%       |
| Females     | 71%     | 29%       |
| Males       | 64%     | 36%       |

## THINKING FEELING



- **Decision Making**  
*What System you use when you decide*

## THINKING



- Value Justice
- Critical and skeptical
- Prize logical order
- Can identify flaws
- Firm-minded
- On looker, long view, impersonal

## FEELING



- Mercy
- Appreciates, trusting
- Wants to leave an impact on others via caring.
- Values relationships
- Likes to get personally involved.
- Prizes harmony.
- Likes to please and understand others.

## Class & Study Environments

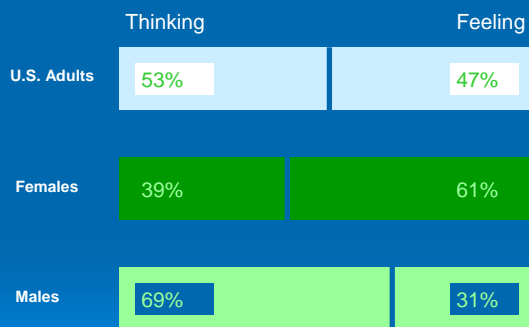
### ➤ Thinking

- Tend to decide impersonally.
- Responds to others ideas rather than feelings.
- Have a talent for analyzing a problem or situation.
- Can put things in logical order.

### ➤ Feeling

- Responds to people's values as much as their thoughts.
- Enjoying pleasing people.
- Takes an interest in the person behind the job or idea.

## MBTI Type Preferences



## JUDGING

## PERCEIVING

### •Living

*What type of life you adopt.*



## JUDGING



- Plans ahead.
- Can stick with their decisions.
- Very deliberate in their actions.
- Impatient.
- Goal oriented.
- Handles deadlines.
- Likes structure and routine.

## Perceiving



- Curious.
- Leisurely and flexible.
- Works often in a last minute rush and still may not be able to meet the deadline.
- Enjoys freedom without limits.
- Likes to process information as it happens.
- Spontaneous.

## Class & Study Environments

- **Judging**
  - Works best when they can plan their work and follow through.
  - May decide too quickly.
  - Wants only the essentials needed to begin their work.
  - Uses lists as agendas for action.
  - Likes to get things settled and finished.
  - Schedules projects so that each step gets done on time.
- **Thinking**
  - May leave things open to the last-minute for changes.
  - Adapts well to changing situations.
  - May have trouble making decisions.
  - May postpone unpleasant jobs.
  - Uses lists as reminders of all things they have to do someday.
  - Accomplishes at the last minute.

## MBTI Type Preferences

|             | Judging | Perceiving |
|-------------|---------|------------|
| U.S. Adults | 53%     | 47%        |
| Females     | 39%     | 61%        |
| Males       | 69%     | 31%        |

## How to recognize the style of others.

- What type of desk or personal space does their surroundings tell you about their type?
- What sort of attire/grooming does the individual typically have?
- What words does the individual use when they explain things?

What majors/career(s) would fit your personality type?

To find out more information about your type

➤ [www.typelogic.com](http://www.typelogic.com)

## FAMOUS TYPES

|   |   |   |  |
|---|---|---|--|
| <b>ESFJ</b><br>Don Knotts<br>Danny Glover<br>Monica (Friends) | <b>ISFJ</b><br>Queen Eliza<br>Kristi Yamaguchi<br>Robert E. Lee | <b>ENTP</b><br>Sir Walter Raleigh<br>Alexander the Great        | <b>INTP</b><br>Tiger Woods<br>Sir Isaac Newton                 |
| <b>ISTJ</b><br>Jackie Joyner<br>Kersee<br>George Washington   | <b>ESTP</b><br>Madonna<br>Eddie Murphy<br>Jack Nicholson        | <b>INFP</b><br>Jackie O.<br>Julia Roberts<br>Lisa Kudrow        | <b>ENFJ</b><br>Andy Griffith<br>Diane Sawyer<br>Michael Jordan |
| <b>ESTJ</b><br>Sam Walton<br>John D. Rockefeller              | <b>ISFP</b><br>Dan Rather<br>Kevin Costner<br>John Travolta     | <b>ESFP</b><br>Arsenio Hall<br>Mary Lou Retton<br>Tim "Toolman" | <b>INTJ</b><br>Rudy Giuliani<br>Edwin Moses<br>Peter Jennings  |
| <b>ISTP</b><br>Tom Cruise<br>Keith Richards<br>James Dean     | <b>ENFP</b><br>Martin Short<br>Dave Thomas<br>Bill Cosby        | <b>ENTJ</b><br>Whoopi Goldberg<br>Jim Carrey<br>Harrison Ford   | <b>INFJ</b><br>Oprah Winfrey<br>Billy Crystal<br>MLK           |

Thank You

Questions?

ESTJs are the leaders in  
Traditionalist and Judicial

- ISFJs, ISTJs and ESFJs have to work harder in their leadership role

*Values: Relatedness, Social solidarity and belonging.*

ESTPs are the natural  
Troubleshooter and Negotiator  
leaders of this type.

- ESFPs, ISFPs and ISTPs have to work harder in their leadership roles

*Values: Freedom, spontaneity and action*