

WHAT THE LETTERS MEAN

Focus of Interest/Direction of Energy Flow

- E** Extroversion Focused outward, most influenced by external forces
I Introversion Focused inward, influenced/ energized by inner ideas

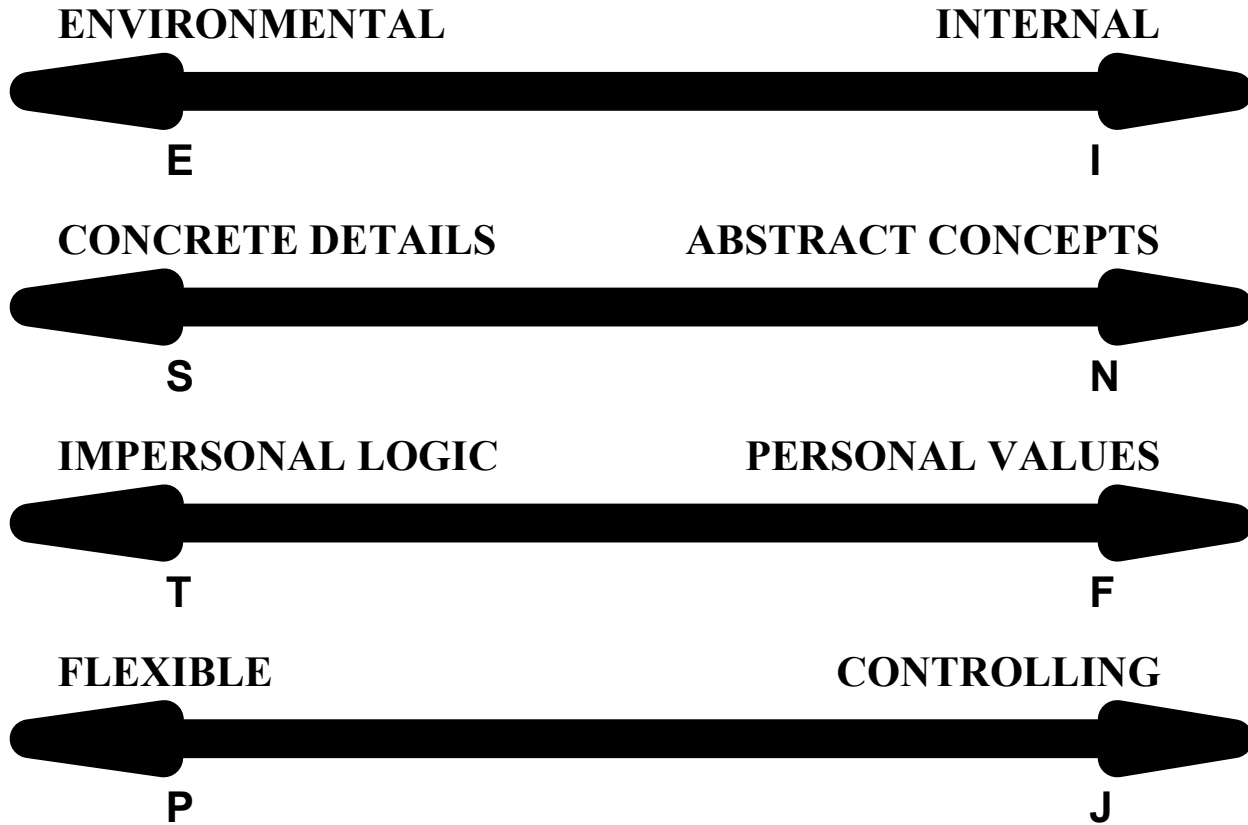
Attitude Toward The Outside World, Organization, Structure & Closure

- Our need for order and quick decisions (**J**) or variety and flexibility (**P**)
J Our Judging function, decisions, output (**T/F**) Directive Personality
P Our Perceiving function, observations, input (**S/N**) Informer Personality

Mental Functions: Perception & Judgment

- Perception** How we observe the world & gather information
 What information we pay attention to, input oriented
S Sensing Real; practical; actual; present; 5 senses; linear; experience
N iNtuition Possible; theoretical; future; new skills; network; patterns
Judgment How we make decisions, find order and have closure;
 an output focus
T Thinking Logic; objective; critical; principles; reason; impersonal
F Feeling Values; harmony; subjective; personal; non-verbal; appreciation

Where am I?



What Do I Show the World?

| | | | |
|----------|----------|----------|----------|
| E | S | T | J |
| I | N | F | P |