

environmental influence. They tend to develop behaviors, skills, and attitudes associated with their type, and individuals with types different from yours will likely be opposite to you in many ways. Each type represents a valuable and reasonable way to be.

In the following tables, highlight the element in each preference pair that best describes your natural way of doing things—the way you are outside of any roles you might play in life, when you are just being yourself.

THE E-I PREFERENCE PAIR | How do you direct and receive energy?

e EXTRAVERSION

People who prefer Extraversion like to focus on the outside world. They direct their energy and attention outward and are energized by interacting with people and taking action.

Characteristics associated with people who prefer Extraversion:

- Drawn to the outside world
- Prefer to communicate by talking
- Work out ideas by talking them through
- Learn best through doing or discussing
- Have broad interests
- Tend to be sociable and expressive
- Readily take initiative in work and relationships

i INTROVERSION

People who prefer Introversion like to focus on their own inner world. They direct their energy and attention inward and are energized by reflecting on their own and others' ideas, memories, and experiences.

Characteristics associated with people who prefer Introversion:

- Drawn to their inner world
- Prefer to communicate in writing
- Work out ideas by reflecting on them
- Learn best by reflection, mental "practice"
- Focus in depth on a few interests
- Tend to be private and contained
- Take initiative selectively—when the situation or issue is very important to them

THE S-N PREFERENCE PAIR | How do you take in information?

s SENSING

People who prefer Sensing like to take in information that is real and tangible—what they perceive using the five senses. They pay close attention to what is going on around them and are especially attuned to practical realities.

Characteristics associated with people who prefer Sensing:

- Oriented to present realities
- Factual and concrete
- Focus on what is real and actual
- Observe and remember specifics
- Build carefully and thoroughly toward conclusions
- Understand ideas and theories through practical applications
- Trust experience

n INTUITION

People who prefer Intuition like to take in information by seeing the big picture, focusing on the relationships and connections between facts. They look for patterns and are especially attuned to seeing new possibilities.

Characteristics associated with people who prefer Intuition:

- Oriented to future possibilities
- Imaginative and verbally creative
- Focus on the patterns and meanings in data
- Remember specifics when they relate to a pattern
- Move quickly to conclusions, follow hunches
- Want to clarify ideas and theories before putting them into practice
- Trust inspiration