

# Temperament Theory

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| <b>I = Introvert</b> <ul style="list-style-type: none"> <li>• Prefers solitude to recover energy</li> <li>• Is territorial; desires space; private places in the mind</li> </ul>                                                                                                                                            | <b>E = Extrovert</b> <ul style="list-style-type: none"> <li>• Chooses people as a source</li> <li>• Needs sociability; experiences loneliness when not in contact with people</li> </ul>                                                                                                                                                |
| <b>N = Intuitive</b> <ul style="list-style-type: none"> <li>• Prefers to look for meanings, possibilities &amp; relationships in gathering information; has visions, intuitions, hunches. Often feels restless and dissatisfied.</li> <li>• Key words: speculative, hunches, inspiration, possible, fascinating.</li> </ul> | <b>S = Sensing</b> <ul style="list-style-type: none"> <li>• Focuses their attention mainly on the real, immediate, practical facts of experience &amp; life; wants facts; trusts facts</li> <li>• Key Words: experience, realistic, actual, down-to-earth, no nonsense, fact, practical</li> </ul>                                      |
| <b>T = Thinking</b> <ul style="list-style-type: none"> <li>• Choose the impersonal as a basis of choice; tends to give priority to objective criteria; win people over by logic.</li> <li>• Key Words: objective, principles, policy, laws, firmness, standards.</li> </ul>                                                 | <b>F = Feeling</b> <ul style="list-style-type: none"> <li>• Choose by the personal basis; tends to be good at persuasion &amp; makes choices in the context of the personal impact of the decision on the people around him/her.</li> <li>• Key Words: values, feeling, persuasion, harmony, appreciate, devotion, sympathy.</li> </ul> |
| <b>J = Judging</b> <ul style="list-style-type: none"> <li>• Choose closure over options; has a sense of urgency until he has made a pending decision.</li> <li>• Key Words: settled, decided, fixed, plan ahead, "wrap it up"</li> </ul>                                                                                    | <b>P = Perceiving</b> <ul style="list-style-type: none"> <li>• May experience resistance in making a decision, wishing for more data; seems to be more playful &amp; less serious.</li> <li>• Key Words: pending, flexible, gather more data, let life happen.</li> </ul>                                                               |

## 4 Temperament Types

SP – Artisan

SJ – Guardian

NT – Rational

NF – Idealist