|  |  |
| --- | --- |
| **EXTROVERTS (E)** | **INTROVERTS (I)** |

**Where do you prefer to focus your attention for inner energy?**

|  |  |
| --- | --- |
| **The Outer World of People and Things**   * Prefer to be in the midst of things * Engage with others to think * Talkative * Initiate introductions * Expressive body language * Socially open * Breadth of interests * Expend energy * Focus outwardly and live * Understandable and accessible * Think out loud * Enjoy social groups | **The Inner World of Thoughts and Ideas**   * Prefer to limit intrusions * Disengage to think * Reflective * Respond to introductions * Reserved body language * Prefer privacy * Depth of understanding * Conserve energy * Focus inwardly and examine * Subtle and unknown * Think to oneself * Enjoy intimate one-to-one |

I prefer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Extroversion/Introversion)

Team Discussion

Team Member Extrovert Introvert

1.

2.

3.

4.

5.

What potential conflicts can you see with the difference of these preferences?

What can you do to love your teammates with different preferences?

|  |  |
| --- | --- |
| **SENSORS (S)** | **INTUITIVES (N)** |

**How do you prefer to gather information or perceive your environment?**

|  |  |
| --- | --- |
| **Use of Five Senses**   * Current tangible realities * “What is” * Focus on the physical and the parts * Attentive to the past or present * Literal, concrete * Collect information sequentially * Pay attention to specifics * Protective, refining what exists * Pragmatic and helpful * Often contented * Want things as they are * Trust past experience | **Use of Insights (Sixth Sense)**   * Abstract connections/projections * “What could be” * Focus on themes and the whole * Visualize the future * Conceptual, imaginative * Collect information randomly * Focus on the big picture * Innovative, learning new things * Speculative and inspiring * Often restless * Want to change things * Trust imagination and hunches |

I prefer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Sensing/iNtuition)

### Team Discussion

Team Member Sensing iNtuitive

1.

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What potential conflicts can you see with the difference of these preferences?

What can you do to love your teammates with different preferences?

## Identification of Preferences

|  |  |
| --- | --- |
| **THINKERS (T)** | **FEELERS (F)** |

**How do you prefer to draw conclusions and make decisions?**

|  |  |
| --- | --- |
| **Based on Logic**   * Reasonableness and precision * Truth over tact * Logical and deliberative * Cause and effect orientation * Questioning things * Identifying inconsistencies * Analyzing and critiquing * Focus on consequences * Impersonal evaluation * Brief and direct, businesslike * Seek competence and achievement * Explain, compare, clarify | **Considering Values and Relationships**   * Harmony of relationships or values * Tact over truth * Personally considerate * Empathetic and sentimental * Accommodating people * Identifying commonalities * Understanding and appreciating * Focus on people impact * Must feel right about a situation * Holistic “heart” appeal * Seek mutual appreciation * Care, understand, include |

I prefer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Thinking/Feeling)

Team Discussion

Team Member Thinker Feeler

1.

2.

3.

4.

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What potential conflicts can you see with the difference of these preferences?

What can you do to love your teammates with different preferences?

|  |  |
| --- | --- |
| **JUDGERS (J)** | **PERCEIVERS (P)** |

**How do you prefer to orient yourself to the outer world and live out your life?**

|  |  |
| --- | --- |
| **Decisive, Planned, Orderly**   * Organize outer world toward goals * Prefer plans and decisions * Move to order and closure * Definitive, structured, “final” * Goal-oriented * Work from plans * Systematic and exacting * Share definitive opinions * Start early and complete projects * Steady, sustained effort * Do the right thing * Accused of being rigid | **Flexible, Adaptable, Spontaneous**   * Respond to emerging outer world * Prefer curiosity and spontaneity * Entertain enjoyable options * Flexible, adaptable, tentative * Process-oriented * Respond to the moment * Casual and tolerant * Share provisional information * Begin many new projects * On-and-off effort * Experience everything * Accused of being irresponsible |

I prefer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Judging/Perceiving)

**Flexible, Adaptable, Spontaneous**

 Play it by ear

 Curious

 Options

 Function

 Process-oriented

 Discoveries

 Leisurely

 Act

 Starts tasks

Prefers a life that is:

### Team Discussion

Team Member Judger Perceiver

1.

2.

3.

4.

5.

What potential conflicts can you see with the difference of these preferences?

What can you do to love your teammates with different preferences?