



"Personality & Work Styles"

What you might notice first...

Extroversion / Introversion

Extroversion

Someone who reaches understanding through interaction and discussion, is someone who wants to talk through it.

Introversion

Someone who reaches understanding by contemplating and mulling things over, is someone who wants to think about it.

Sensing / Intuition

Sensing

Focuses first on and is most interested in specifics and the details of current or past reality; notices the "trees" before noticing the "forest".

Intuition

Focuses first on and is most interested in the big picture, global issues, future possibilities; notices the "forest" before noticing the "trees".

Thinking / Feeling

Thinking

May seem distant and unapproachable; typically responds by first asking questions and challenging what is said.

Feeling

Is amiable and approachable; typically responds first by looking for common ground and expressing agreement or sharing concern.

Judging / Perceiving

Judging

Has or wants a plan and may be uncomfortable proceeding without one; uses terms suggesting a definite result, "goal", "objective", "outcome".

Perceiving

Waits to see what unfolds and is comfortable proceeding without a definitive plan; uses terms suggesting a general course, "direction", "movement", "approach".