

Type Dimension Comparison

Introversion

Withdrawing to peace
 Watching first
 Wait to be approached
 Series of one-on-ones
 Externally reserved
 Inside/Autonomous

Energy from . . .
Learn from . . .
Interaction
Socializing
Expression
Thinking

Extroversion

Immersion into action
 Doing first
 Initiate the interaction
 In groups
 Shows what's going on
 Outside/Accommodating

Sensate

Practical reality
 Respect for what is
 Present
 Experience
 What works

World
Reality
Time orientation
Effectiveness
comes from . . .
Data for tasks

Intuitive

Socially constructed
 Imagine what could be
 Future
 Ingenuity
 What makes sense

Feeling

People
 Wholes/Similarities
 Mostly resist it
 Warm and readable
 Praise and encouragement

Basic Value
Looking at things
Approach to Conflict
Affect
Motivation

Thinking

Rational
 Patterns/Differences
 Can do it casually
 Cool and reserved
 Achievement/Goal attainment

Judging

Decisive
 Convergent
 Linear/Sequential
 Clock time is valid
 Completion

Decision Style
Approach to information
Cognitive Pattern
Time
Comfort in tasks

Perceiving

Open-minded
 Divergent
 Random/Circular
 General/Flexible
 Getting Started