

## Effects of Each Preference In Work Situations

### Extraverts

Like variety and action  
Are often good at greeting people  
Are sometimes impatient with long slow jobs  
Are interested in how others do their jobs  
Often enjoy talking on the phone  
Like to have people around in the working environment  
May prefer to communicate by talking rather than writing  
Like to learn a new task by talking it through with someone

### Sensing types

Are aware of the uniqueness of each event  
Focus on what works now  
Like an established way of doing things  
Enjoy applying what they have already learned  
Work steadily, with a realistic idea of how long it will take  
Usually reach a conclusion step by step  
Are not often inspired, and may not trust the inspiration when they are  
Are careful about the facts  
May be good at precise work  
Can oversimplify a task  
Accept current reality as a given to work with

### Thinking types

Are good at putting things in logical order  
Respond more to people's ideas than their feelings  
Anticipate or predict logical outcomes of choices  
Need to be treated fairly  
Tend to be firm and tough-minded  
Are able to reprimand or fire people when necessary  
May hurt people's feelings without knowing it  
Have a talent for analyzing a problem or situation

### Judging types

Work best when they can plan their work and follow the plan  
Like to get things settled and finished  
May decide things too quickly  
May dislike interrupting one project for a more urgent one  
May start too many projects, having difficulty in finishing them  
Tend to be satisfied once they reach a judgment on a thing, situation, or person  
Want only the essentials needed to begin their work  
Schedule projects so that each step gets done on time  
Use lists as agendas for action

### Introverts

Like quiet for concentration  
Have trouble remembering names and faces  
Can work on one project for a long time  
Are interested in the idea behind the jobs.  
Dislike telephone interruptions  
Often act quickly, sometimes without thinking  
Work alone contentedly  
Think before they act, sometimes without acting  
May prefer communications to be in writing

### Intuitive types

Are aware of new challenges and possibilities  
Focus on how things could be improved  
Dislike doing the same thing repeatedly  
Enjoy learning new skills  
Work in bursts of energy powered by enthusiasm, with slack periods in between  
May leap to a conclusion quickly  
Follow their inspirations and hunches  
May get their facts a bit wrong  
Dislike taking time for precision  
Can "overcomplexify" a task  
Ask why things are as they are

### Feeling types

Like harmony and will work to make it happen  
Respond to people's values as much as to their thoughts  
Are good at seeing the effects of choices on people  
Need occasional praise Tend to be sympathetic  
Dislike telling people unpleasant things  
Enjoy pleasing people  
Take an interest in the person behind the job or idea

### Perceptive types

Do not mind leaving things open for last-minute changes  
Adapt well to changing situations  
May have trouble making decisions  
May postpone unpleasant jobs  
Want to know all about a new job  
Get a lot accomplished at the last minute under deadline pressure  
Use lists as reminders of all the things they have to do

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