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

**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

**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

**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

**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

**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

**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

**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