

Extraversion

Action
Breadth of scope
Universal perspective

Introversion

Reflection
Depth of focus
Personalized perspective

Extraverted Sensing

Delight in everyday life
Recognize practical realities of life
Meet the world head-on

Introvverted Sensing

Ability to focus attention
Mastery of tried and true
Efficient and exact

Extraverted Intuition

See “the big picture” / patterns
Optimism about future possibilities
Ability to interpret the experience

Introvverted Intuition

Ability to get to the “essence”
Find the meaning
Visionary insight / predict the future

Extraverted Thinking

Identify pros & cons / cause & effect
Determine sequence, schedule & goals
Focus on “right action”

Introvverted Thinking

Seek the objective truth
Identify flaws / what isn't working
Clarity of thought

Extraverted Feeling

Understand universal needs of people
Empathic / sympathetic
Ability to express emotion appropriately

Introvverted Feeling

Understand inner motivations of people
Sensitive to needs of the individual
Depth of self-knowledge & values

Judging

Ability to bring closure
Goal-oriented
Ability to organize / plan

Perceiving

Ability to act in the moment
Good with change
Ability to land on their feet

Reactive Extraversion

Do – Do – Do
Blame others
Excessive / manic behavior

Reactive Introversion

Isolation
Blame self
Depression / shut down

Reactive Extraverted Sensing

Extreme risk-taking
Get “in your face” / abrasive
Hyperactive

Reactive Introvverted Sensing

Catastrophizing
Fixated on internal fears / perfectionism
Become rigid / dogmatic

Reactive Extraverted Intuition

Overwhelmed by too many possibilities
Fantasizing the future / overly optimistic
Complexity issues / too many connections

Reactive Introvverted Intuition

Adversarial / split hairs
Unrealistic about the future / overly negative
Complexity issues / too deep

Reactive Extraverted Thinking

Dictatorial / Argumentative
Need to be right / Argumentative
Rationalize actions / behaviors

Reactive Introvverted Thinking

Indecisive thought patterns
Find fault with everything
Think scarcity

Reactive Extraverted Feeling

Rescue people / enmeshed with others
Sharp tongue
Overly reactive to criticism

Reactive Introvverted Feeling

Self-serving / self-doubting
Passive / aggressive
Manipulative

Reactive Judging

Inflexible / Rigid
Need to be in control
Righteousness

Reactive Perceiving

Ungrounded
Spinning out of control
Indecisive