

**"E" = Extraversion**  
**"E" (75% of population)**

Sociable  
Likes interaction  
Focuses on external  
Looks at breadth of things  
Extensive  
Multiplicity of relationships  
Expend lots of energy  
Interested in external events

If you were conducting research in the stacks in a library, an "E" would need to get up frequently and walk out front to see what, if anything, is going on.

**"I" = Introversion**  
**"I" (25% of population)**

Territorial  
Concentrates  
Focuses on internal  
Looks at things in depth  
Intensive  
Fewer, more intense, relationships  
Conserves energy  
Interested in internal reaction

If you were conducting research in the stacks in a library, an "I" would be quite comfortable working all day without leaving the area.

**"S" = Sensation**  
**"S" (75% of population)**

Decisions based upon experience

Looks at the past

Realistic

Perspiration

Actual

Down-to-earth

Utility

Fact

Practicality

Sensible

**"N" = Intuition**  
**"N" (25% of population)**

Listens/Follows "hunches"

Looks toward Future

Speculative

Inspiration

What may be possible

Head-in-clouds

Fantasy

Fiction

Ingenuity

Imaginative

**"T" = Thinking**  
**"T" (50% of population)**

Objective

Decisions based on principles

What is the policy?

Laws

Firmness

Impersonal

Justice

Everything in categories

Critique

**"F" = Feeling**  
**"F" (50% of population)**

Subjective

Decisions based on values

What are the social values?

Extenuating circumstances

Persuasion

Personal

Humane

Things in harmony

Appreciate

**"J" = Judging**  
**"J" (50% of population)**

Settled

Decided

Fixed

Plans ahead

Runs one's life

Desires/Needs closure

Decision-making

Planned

Completed

Decisive

"Wrap it up"

Urgency

Deadline!

"Get the show on the road"

**"P" = Perceiving**  
**"P" (50% of population)**

Pending

Gather more data

Flexible

Adapts as you go

Lets life happen

Open to options

Treasure hunting

Open-ended

Emergent

Tentative

"Something will turn up"

"There's plenty of time"

What deadline?

"Let's wait and see"