

**Table 1. The Sixteen Psychological Types: Effects of the Combinations of All Four Preferences**

SENSING TYPES	
WITH THINKING	WITH FEELING
<p><b>ISTJ</b> Serious, quiet, earn success by concentration and thoroughness. Practical, orderly, matter-of-fact, logical, realistic, and dependable. See to it that everything is well organized. Take responsibility. Make up their own minds as to what should be accomplished and work toward it steadily, regardless of protests or distractions. Live their outer life more with thinking, inner more with sensing.</p>	<p><b>ISFJ</b> Quiet, friendly, responsible and conscientious. Work devotedly to meet obligations and serve friends and school. Thorough, painstaking, accurate. May need time to master technical subjects, as their interests are not often technical. Patient with detail and routine. Loyal, considerate, concerned with how other people feel. Live their outer life more with feeling, inner more with sensing.</p>
<p><b>ISTP</b> Cool onlookers, quiet, reserved, observing and analyzing life with detached curiosity and unexpected flashes of original humor. Usually interested in impersonal principles, cause and effect, or how and why mechanical things work. Exert themselves no more than they think necessary, because any waste of energy would be inefficient. Live their outer life more with sensing, inner more with thinking.</p>	<p><b>ISFP</b> Retiring, quietly friendly, sensitive, modest about their abilities. Shun disagreements, do not force their opinions or values on others. Usually do not care to lead but are often loyal followers. May be rather relaxed about assignments or getting things done, because they enjoy the present moment and do not want to spoil it by undue haste or exertion. Live their outer life more with sensing, inner more with feeling.</p>
<p><b>ESTP</b> Matter-of-fact, do not worry or hurry, enjoy whatever comes along. Tend to like mechanical things and sports, with friends on the side. May be a bit blunt or insensitive. Can do math or science when they see the need. Dislike long explanations. Are best with real things that can be worked, handled, taken apart or put back together. Live their outer life more with sensing, inner more with thinking.</p>	<p><b>ESFP</b> Outgoing, easygoing, accepting, friendly, fond of a good time. Like sports and making things. Know what's going on and join in eagerly. Find remembering facts easier than mastering theories. Are best in situations that need sound common sense and practical ability with people as well as with things. Live their outer life more with sensing, inner more with feeling.</p>
<p><b>ESTJ</b> Practical realists, matter-of-fact, with a natural head for business or mechanics. Not interested in subjects they see no use for, but can apply themselves when necessary. Like to organize and run activities. Tend to run things well, especially if they remember to consider other people's feelings and points of view when making their decisions. Live their outer life more with thinking, inner more with sensing.</p>	<p><b>ESFJ</b> Warm-hearted, talkative, popular, conscientious, born cooperators, active committee members. Always doing something nice for someone. Work best with plenty of encouragement and praise. Little interest in abstract thinking or technical subjects. Main interest is in things that directly and visibly affect people's lives. Live their outer life more with feeling, inner more with sensing.</p>

(Reproduced by special permission of the Publisher, Consulting Psychologists Press, Inc., Palo Alto, CA 94306, from *Introduction to Type* by Isabel Briggs Myers, © 1987. Further reproduction is prohibited without the Publisher's consent.)

		INTUITIVES	
		WITH FEELING	WITH THINKING
INTROVERTS PERCEPTIVE EXTRAVERTS JUDGING	JUDGING	<p><b>INFJ</b> Succeed by perseverance, originality and desire to do whatever is needed or wanted. Put their best efforts into their work. Quietly forceful, conscientious, concerned for others. Respected for their firm principles. Likely to be honored and followed for their clear convictions as to how best to serve the common good. Live their outer life more with feeling, inner more with intuition.</p>	<p><b>INTJ</b> Have original minds and great drive they use only for their own purposes. In fields that appeal to them they have a fine power to organize a job and carry it through with or without help. Skeptical, critical, independent, determined, often stubborn. Must learn to yield less important points in order to win the most important. Live their outer life more with thinking, inner more with intuition.</p>
	PERCEPTIVE	<p><b>INFP</b> Full of enthusiasms and loyalties, but seldom talk of these until they know you well. Care about learning, ideas, language, and independent projects of their own. Apt to be on yearbook staff, perhaps as editor. Tend to undertake too much, then somehow get it done. Friendly, but often too absorbed in what they are doing to be sociable or notice much. Live their outer life more with intuition, inner more with feeling.</p>	<p><b>INTP</b> Quiet, reserved, brilliant in exams, especially in theoretical or scientific subjects. Logical to the point of hair-splitting. Interested mainly in ideas, with little liking for parties or small talk. Tend to have very sharply defined interests. Need to choose careers where some strong interest of theirs can be used and useful. Live their outer life more with intuition, inner more with thinking.</p>
	PERCEPTIVE	<p><b>ENFP</b> Warmly enthusiastic, high-spirited, ingenious, imaginative. Able to do almost anything that interests them. Quick with a solution for any difficulty and ready to help anyone with a problem. Often rely on their ability to improvise instead of preparing in advance. Can always find compelling reasons for whatever they want. Live their outer life more with intuition, inner more with feeling.</p>	<p><b>ENTP</b> Quick, ingenious, good at many things. Stimulating company, alert and outspoken, argue for fun on either side of a question. Resourceful in solving new and challenging problems, but may neglect routine assignments. Turn to one new interest after another. Can always find logical reasons for whatever they want. Live their outer life more with intuition, inner more with thinking.</p>
	JUDGING	<p><b>ENFJ</b> Responsive and responsible. Feel real concern for what others think and want, and try to handle things with due regard for other people's feelings. Can present a proposal or lead a group discussion with ease and tact. Sociable, popular, active in school affairs, but put time enough on their studies to do good work. Live their outer life more with feeling, inner more with intuition.</p>	<p><b>ENTJ</b> Hearty, frank, able in studies, leaders in activities. Usually good in anything that requires reasoning and intelligent talk, such as public speaking. Are well-informed and keep adding to their fund of knowledge. May sometimes be more positive and confident than their experience in an area warrants. Live their outer life more with thinking, inner more with intuition.</p>