

***Step 6 in the Master F.I.T.™
Know Your Personality Type***

Extroversion

Introversion

Energy: How You Recharge and Focus Your Attention

- Devote more energy toward the outer world, focusing energy and attention to objects and people in the environment
- Prefer group settings
- Like expanding your social circle and sphere of friends
- Energized by starting and engaging in conversation; mingle easily with strangers
- Process thoughts by thinking out loud; often have a quick response or witty comeback
- Active, enthusiastic, energetic, animated
- Enjoy entertainment that involves action
- Prefer variety in workday; dislike working on one thing for a long time, especially if on their own
- Enjoy the spotlight
- Prefer to have a breadth of interests

- Devote more energy toward the inner world, focusing attention on clarity of thoughts, ideas, impressions
- Prefer individual or small-group settings
- Carefully consider adding new friends due to the time and energy commitment of maintaining deep relationships
- Find it draining to keep the conversation going; small talk with strangers is taxing
- Process thoughts internally before speaking; often think of the perfect response hours later
- Reflective, calm demeanor, understated
- Enjoy entertainment that sparks mental stimulation
- Enjoy working on one thing for a long time
- Happy to work behind the scenes
- Prefer to have a depth of understanding about a few interests

___ Total checkmarks for Extroversion

___ Total checkmarks for Introversion

Circle the preference that received the most checkmarks (if there is a tie, select Introversion):

Extraversion (E) or Introversion (I)

Sensing

iNtuiting

Perception: How You Take In Information

- Trust information you can take in through your five senses
- Enjoy details and concrete, physical data
- Use precise, literal language; give detailed explanations
- Present or take in information in a step-by-step, sequential fashion
- Are pragmatic and results-oriented
- Hands-on; trust experience
- Realist, "what-is" perspective
- Past or present, "here-and-now" orientation
- See facts and details before seeing underlying patterns or whole concepts

___ Total checkmarks for Sensing column

- Trust information you can take in through inspiration, inference, impressions
- Enjoy abstract ideas and meanings
- Use general, figurative language; speak in metaphors and analogies
- Present or take in information tangentially
- Are conceptual and idea-oriented
- Theoretical; trust ideas
- Visionary, "what-if" perspective
- Future orientation
- See behind-the-scenes before seeing individual facts and details

___ Total checkmarks for iNtuiting column

Circle the preference that received the most checkmarks (if there is a tie, select iNtuiting):

Sensing (S) or iNtuiting (N)

Thinking

Feeling

Judging: How You Make Decisions

- Base decisions on logic and reasoning
- Focus on analysis and objectivity
- Deem it more important to be truthful than tactful
- Prefer objective, analytical presentation of facts

- Value fair treatment for everyone, with a one-standard-for-all philosophy
- Tend to be critical; point out flaws

- Detached, aloof; process-oriented

- Often oblivious to others' feelings

- Facts drive decisions

- Make tough decisions despite any negative personal reactions

- Base decisions on personal or social values
- Focus on people and harmony
- Deem it important to be tactful as well as truthful
- May sense that your or others' feelings are not being valued when discussion centers on an objective, analytical presentation of facts
- Evaluate situations based on the individual, with an exception-to-the-rule viewpoint
- Easily show appreciation to others; overlook others' flaws
- Connected to people; people are integral to the process
- May be viewed as overly accommodating or overemotional
- Impact on others factors heavily into decisions
- Tender; effect of a decision on others can be more important than logic

___ Total checkmarks for Thinking column

___ Total checkmarks for Feeling column

Circle the preference that received the most checkmarks (if there is a tie, select Feeling):

Thinking (T) or Feeling (F)

Judging

Perceiving

Orientation: How You Orient Your Outer World

- Prefer a planned, organized, systematic approach to life
- Prefer to have things settled
- Formal and orderly; efficient
- Like expectations to be clearly defined
- Make lists, enjoy completing a task on time or early
- Prefer to take in only the amount of information necessary to make a decision

- Start early to reduce stress of deadline pressure
- Let's get this done
- Enjoy organization; apply procedures to help structure task
- Decide quickly on goals and stay the course in achieving them

- Prefer a spontaneous, flexible approach to life
- Prefer to leave things open
- Informal and easygoing; casual
- Are comfortable with ambiguity

- Starting the task is fun; finishing a task on time is optional
- Remain open to new information as long as possible in order to miss nothing that might be important
- Do most creative work when under deadline pressure
- Let's wait and see
- Enjoy variety and diversity; procedures can impede creativity
- Change goals when made aware of new information

___ Total checkmarks for Judging column

___ Total checkmarks for Perceiving column

Circle the preference that received the most checkmarks (if there is a tie, select Perceiving):

Judging (J) or Perceiving (P)