

Where do you prefer to focus your attention? The EI scale

This scale describes two opposite preferences for where you like to focus your attention: on the outer or inner world.

E	Extraversion
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I	Introversion
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People who prefer extraversion tend to focus on the outer world of people and the external environment. When you are extraverting, you are energized by what goes on in the outer world, and this is where you tend to direct your own energy. Extraverts usually prefer to communicate more the world than by writing. They need to experience the world in order to understand it and thus tend to like action.

People who prefer introversion focus more on their own inner world. When you are introverting, you are energized by what goes on in your inner world, and this is where you tend to direct your own energy. Introverts tend to be more interested and comfortable when their work requires a good deal of their activity to take place quietly inside their heads. They like to understand the world before experiencing it, and so often think about what they are doing before acting.

How do you acquire information? The SN scale

This scale describes opposite ways that you perceive or acquire information- how you go

S	Sensing
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N	Intuition
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One way to “find out” is to use your sensing function. Your eyes, ears, and other senses tell you what is actually there and actually happening, both inside and outside of yourself. Sensing is especially useful for appreciating the realities of a situation. Sensing types tend to accept and work with what is “given” in the here-and-now, thus become realistic and practical. They are good at remembering the working with a great number of facts.

The other way to find out is through intuition, which shows you the meanings, relationships, and possibilities that go beyond the information from your senses. Intuition looks at the big picture and tries to grasp the essential patterns. If you like intuition, you grow expert at seeing new possibilities and new ways of doing things. Intuitive types value imagination and inspirations.

How do you make decisions? The TF scale

Once you have acquired information through one of the perceiving functions, you must do something with that information. Information is used to reach conclusions, make decisions or form opinions. This scale describes opposite ways of making decisions or judgments about something.

T	Thinking
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One way to decide is through your thinking. Thinking predicts the logical consequences of any particular choice or action. When you use thinking you decide objectively, on the basis of cause and effect, and make decisions by analyzing and weighing the evidence, even including the unpleasant facts. People with a preference for thinking seek an objective standard of truth. They are frequently good at analyzing what is wrong with something.

F	Feeling
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The other way to decide is through your feeling. Feeling considers what is important to you or to other people (without requiring that it be logical), and decides on the basis of person-centered values. When making a decision for yourself, you ask how much you care, or how much personal investment you have, for each of the alternatives. Those with a preference for feeling like dealing with people and tend to become sympathetic, appreciative, and tactful. (It is important to understand that the word “feeling”, when used here, means making decisions based on values; it does not refer to your feeling or emotions.)

How do you orient toward the outer world? The JP scale

The final scale describes the lifestyle you adopt in dealing with the outer world or how you orient yourself in relation to it. The opposites here refer back to the previous two scales. In other words, you either take primarily a judging attitude (thinking or feeling) or a perceptive attitude (sensing or intuition) toward the world.

J	Judgment
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Those who take a judging attitude (either thinking or feeling) tend to live in a planned, orderly way, wanting to regulate life and control it. When you use your judging function, you like to make decisions, come to closure, and then carry on. People with a preference for judging prefer to be structured and organized and want things settled. (It is important to understand that “judging” as used here does not mean judgmental; any of the types can be judgmental).

p	Perception
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Those who prefer a perceptive process when dealing with the outer world (either sensing or intuition) like to live in a flexible, spontaneous way. When using your perception, you are gathering information and keeping your option open. People with a preference for perceiving seek to understand life rather than control it. They prefer to stay open to experience, enjoying and trusting their ability to adapt to the moment.

