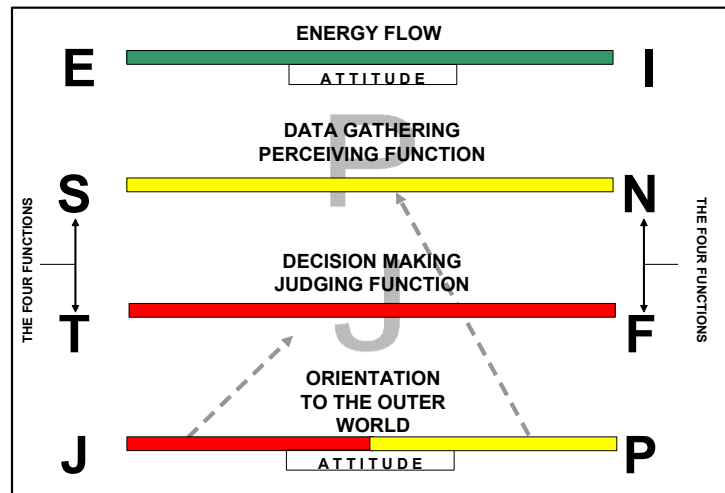


Myers-Briggs Type Indicator® (MBTI®) Assessment: Preference Summary

The Myers-Briggs Type Indicator (MBTI) assessment is based on Carl Jung’s theory of Psychological Type, and is the most widely used personality assessment tool in the world. The MBTI assessment is based in the theory that we all have inborn preferences in the way we gather information, make decisions, energize, and orient ourselves to the outer world.

Using 93 forced choice questions, the MBTI assessment identifies an individual’s personality preferences across four scales (below). The output of the MBTI assessment is a four-letter psychological type, reflecting the respondent’s reported preferences on the four scales.



| | | |
|---|---|---|
| E/I - Energy Source | Extravert (E) Gain energy from outer world of people, action and things. | Introvert (I) Gain energy from inner world of concepts and ideas. |
| S/N – Perceiving Function: "Data Gathering" | Sensor (S) First perceive the immediate, practical, real facts of experience. Collect here & now sensory information. | Intuitive (N) First perceive possibilities, patterns and meanings of experience. Collect information through impressions. |
| T/F - Judging Function: "Decision Making" | Thinker (T) Objective decision making. Seek clarity by detaching themselves from problem; cause-effect oriented. | Feeler (F) Subjective decision making. Seek harmony with inner values by placing themselves within problem. |
| J/P – Outer World Orientation | Judger (J) – Show external world Judging mental function (T/F). Prefer to live in a decisive, planned way. | Perceiver (P) – Show external world Perceiving mental function (S/N). Prefer to live in a spontaneous flexible way |

The MBTI assessment is a cognitive personality tool that is particularly useful in understanding different communication, learning and leadership styles. In addition to leading hundreds of introductory sessions using this powerful tool, we also frequently apply type as a backdrop for leadership development, teambuilding, strategic planning, project management, strategic planning, and communication planning. Our leaders are often invited to be speakers at type-related conferences, and have authored several books and training support products related to the MBTI assessment.