

TYPE DIMENSION COMPARISON

<u>Extroversion</u>		<u>Introversion</u>
Immersion into action	Energy from:	Peaceful withdrawal
Doing first	Learn from:	Watching first
Initiate the interaction	Interaction	Wait to be approached
In groups	Socializing	Series of one on ones
Externally expressive	Expression	Externally reserved
Outside/Accommodating	Thinking	Inside/Autonomous

<u>Sensate</u>		<u>Intuitive</u>
Practical reality	World	Socially constructed
Respect for what is	Reality	Imagine what could be
Present	Time orientation	Future
Experience	Effectiveness comes from:	Ingenuity
What works	Data for tasks	What makes sense

<u>Feeling</u>		<u>Thinking</u>
People	Basic value	Rational
Wholes/Similarities	Looking at things	Patterns/Differences
Resist it	Approach to conflict	Invigorated by it
Warm and readable	Affect	Cool and reserved
Praise and encouragement	Motivation	Achievement and goals

<u>Judging</u>		<u>Perceiving</u>
Decisive	Decision style	Open-minded
Convergent	Approach to information	Divergent
Linear/Sequential	Cognitive pattern	Random/Circular
Clock time is valid	Time	General/Flexible
Completion	Comfort in tasks	Getting started

LEARNING STYLE POPULATION DISTRIBUTION

ISTJ 6%	ISFJ 6%	INFJ 2%	INTJ 2%
ISTP 5%	ISFP 5%	INFP 3%	INTP 3%
ESTP 11%	ESFP 12%	ENFP 6%	ENTP 5%
ESTJ 11%	ESFJ 12%	ENFJ 5%	ENTJ 5%

THE FACTOR COMBINATIONS THAT MOST INFLUENCE SCHOOL LIFE

The two factors that most influence how one acts and learns in school are those of introversion/extroversion and sensation/intuition. Introverts may be more reflective while extroverts may be more outgoing. Practical skills may come more easily to sensates, while intuitives may be more comfortable with imagination. The key to academic and social success is to get to know your learning style and your comfort areas and then use those strengths to work on your less developed areas. The chart below shows the four possible combinations.

	Extroverts (E)	Introverts (I)
Sensates (S)	<p>ES's: Action-oriented Realists (@ 40% of population)</p> <p>This type loves action and things happening. They like to get practical results from their work and like to work in groups. For them, too much watching is a waste of time. They want to do. They like to share what they are doing and thinking. They get impatient when things are too slow, complicated, or abstract.</p>	<p>IS's: Thoughtful Realists (@ 25% of population)</p> <p>This type is the most careful and steady. They don't mind working alone or with one other. They like practical results and are good with details and technical things. They are often the least expressive; they see much but usually share little. They don't like careless ideas, plans, or too many new things at once.</p>
Intuitives (N)	<p>EN's: Action-oriented Innovators (@ 25% of population)</p> <p>This type is really motivated and likes to make things happen. They like to work in groups on new and interesting things. They like to take their theories and apply them with others. They share easily, especially what's inside. They don't like details, routines, or the same old thing for too long.</p>	<p>IN's: Thoughtful Innovators (@ 10% of population)</p> <p>This type is the best at solving problems. They like to work at their own pace on their own ideas. They like to make creative and scientific things. They would rather express themselves through their thoughts instead of socializing with lots of others. They don't like doing busy work or things that don't make sense.</p>

THE COMBINATIONS THAT MOST INFLUENCE HOW WE SEE THINGS

When sensation is combined with the last (J/P) category, and intuition is combined with the third (T/F) category, four combinations are created that are often called the four temperaments types. When looking at a problem, each of the four types may see it, and approach solving it, very differently. But for a team to be most successful it needs to incorporate the ideas and perspectives of each of these four learning styles.

Sensates	<p>SP's: Sensible, Adaptable, Active types (@ 33% of population)</p> <p>When sensate qualities are combined with perceiver qualities the result is usually someone very tuned in to the here and now. They like doing and playing today, and not being too worried about tomorrow. They are the most spontaneous and easy-going. They like to get involved in new and interesting activities. School can be boring for the SP if it means sitting still and doing all written work, but it can be fun too because that's often where the action is.</p>	<p>SJ's: Sensible, Decision-making types (@ 30% of population)</p> <p>When sensate qualities are combined with judging qualities the result is usually someone who is very dependable and responsible. The SJ type is very service-oriented and they are good "team players". They most like situations that are spelled out and well-organized. SJ's like institutions such as school, teams, church and family. They usually don't mind step-by-step work, and they like and perform well in school (partly because most teachers are SJ's themselves).</p>
Intuitives	<p>NF's: Enthusiastic, Insightful types (@ 22% of population)</p> <p>When intuition is combined with feeling qualities, the result is someone who is very good with people and language. The NF is usually very enthusiastic and warm. They are very oriented toward cooperative things and away from competitive things. They usually have very strong feelings about things and people; they really like them or really don't. NF's are very personal types and thrive in supportive, creative, and harmonious situations.</p>	<p>NT's: Logical, Ingenious types (@ 15% of population)</p> <p>When intuition is combined with a thinking style the result is someone who always needs to know "why?" NT's are less interested in how things have been done, and more interested in how they can improve and change them. They are very imaginative and are very comfortable in the "world of ideas". They like to be good at things and always want to be learning. They can appear unemotional, and can be accused of having an "attitude", which is usually not the case.</p>