

## Sensing or Intuition

The dimension of sensing or intuition describes how we take in information. In the general school population, 70 percent of students are usually sensing types and 30 percent are intuitive types.

***Sensing (S)** persons prefer to use the senses to take in information (what they see, hear, taste, touch, smell). They focus on "what is" and trust information that is concrete and observable. They learn through experience.*

***Intuitive (N)** persons rely on instincts and focus on "what could be." While we use our five senses to perceive the world, intuitive people are interested in relationships, possibilities, meanings, and implications. They value inspiration and trust the "sixth sense" or hunches. (Intuitive is designated as N so it is not confused with I for Introvert.)*

We all use both of these modes in our daily lives, but we usually have a preference for one mode or the other. Again, there is no best preference. Each type has special skills that can be applied to the job market. For example, you would probably want your tax preparer to be a sensing type who focuses on concrete information and fills out your tax forms correctly. An inventor or artist would probably be an intuitive type.

### ACTIVITY

## Sensing and Intuitive

Here are some qualities of sensing and intuitive persons. As you read through each pair of items, quickly highlight or place a checkmark next to the item that usually describes yourself.

### Sensing (S)

- Trust what is certain and concrete
- Prefer specific answers to questions
- Like new ideas if they have practical applications (if you can use them)
- Value realism and common sense
- Think about things one at a time and step by step
- Like to improve and use skills learned before

### Intuitive (N)

- Trust inspiration and inference
- Prefer general answers that leave room for interpretation
- Like new ideas for their own sake (you don't need a practical use for them)
- Value imagination and innovation
- Think about many ideas at once as they come to you
- Like to learn new skills and get bored using the same skills

**Sensing (S)**

- Prefer working with facts and figures
- Focus on reality
- Seeing is believing
- Tend to be specific and literal (say what you mean)
- See what is here and now

**INTuitive (N)**

- Prefer working with ideas and theories
- Use fantasy
- Anything is possible
- Tend to be general and figurative (use comparisons and analogies)
- See the big picture

Here are some qualities that describe the ideal work environment. Again, as you **read through each pair of items**, place a checkmark next to the work environment that you prefer.

**Sensing (S)**

- Use and practice skills
- Work with known facts
- See measurable results
- Focus on practical benefits
- Learn through experience
- Pleasant environment
- Use standard procedures
- Work step-by-step
- Do accurate work
- Total** (from both charts above)

**INTuitive (N)**

- Learn new skills
- Explore new ideas and approaches
- Work with theories
- Use imagination and be original
- Freedom to follow your inspiration
- Challenging environment
- Invent new products and procedures
- Work in bursts of energy
- Find creative solutions
- Total** (from both charts above)

Look at the two charts above and see whether you tend to be more sensing or intuitive. One preference is not better than another: it is just different. On the chart below, place an X on the line to indicate your preference for sensing or intuitive. Again, notice that it is possible to be a combination type with both sensing and intuitive preferences.



Do you generally prefer sensing or intuition? In the box below, write **S** for sensing or **N** for intuitive. If there is a tie between **S** and **N**, write **N**.

N

## Thinking or Feeling

The dimension of thinking or feeling defines how we prefer to make decisions. In a general school population, 60 percent of males are thinking types and 40 percent are feeling types. For females, 60 percent are feeling types and 40 percent are thinking types.

**Thinking (T)** individuals make decisions based on logic. They are objective and analytical. They look at all the evidence and reach an impersonal conclusion. They are concerned with what they think is right.

**Feeling (F)** individuals make decisions based on what is important to them and their personal values. They are concerned about what they feel is right.

We all use logic and have feelings and emotions that play a part in decision making. However, the thinking person prefers to make decisions based on logic, and the feeling person prefers to make decisions according to what is important to self and others. This is one category in which men and women often differ. Most women are feeling types and most men are logical types. When men and women are arguing, you might hear the following:

Man: "I think that . . ."

Woman: "I feel that . . ."

By understanding these differences, it is possible to improve communication and understanding. Be careful with generalizations, since 40 percent of men are feeling types and would not fit this pattern.

When thinking about careers, a thinking type would make a good judge or programmer. A feeling type would probably make a good social worker or kindergarten teacher.

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### Thinking and Feeling

The following chart shows some qualities of thinking and feeling types. As you **read through each paragraph**, quickly highlight or place a checkmark next to the items that usually describe yourself.

#### Thinking (T)

Apply impersonal analysis to problems

Value logic and justice

Fairness is important

Truth is more important than feelings

#### Feeling (F)

Consider the effect on others

Value empathy and harmony

There are exceptions to every rule

**Thinking (T)**

- Described as cool, calm, and objective
- Love can be analyzed
- Firm-minded
- More important to be right
- Remember numbers and figures
- Prefer clarity
- Find flaws and critique
- Prefer firmness

**Feeling (F)**

- Described as caring and emotional
- Love cannot be analyzed
- Gentle-hearted
- More important to be liked
- Remember faces and names
- Prefer harmony
- Look for the good and compliment
- Prefer persuasion

Here are some qualities that describe the ideal work environment. As you **read through each pair of items**, place a checkmark next to the items that usually describe the work environment that you prefer.

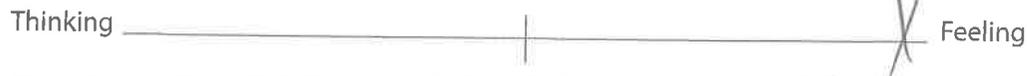
**Thinking (T)**

- Maintain business environment
- Work with people I respect
- Be treated fairly
- Fair evaluations
- Solve problems
- Challenging work
- Use logic and analysis
- Total** (from both charts above)

**Feeling (F)**

- Maintain close personal relationships
- Work in a friendly, relaxed environment
- Be able to express personal values
- Appreciation for good work
- Make a personal contribution
- Harmonious work situation
- Help others
- Total** (from both charts above)

While we all use thinking and feeling, what is your preferred type? Look at the charts above and notice whether you are more the thinking or feeling type. One is not better than the other. On the chart below, place an X on the line to indicate how much you prefer thinking or feeling.



Do you generally prefer thinking or feeling? In the box below, write **T** for thinking or **F** for feeling. If there is a tie between **T** and **F**, write **F**.

**F**

*I prefer thinking but I ended up as feeling.*

## Judging or Perceiving

The dimension of judging or perceiving refers to how we deal with the external world. In other words, do we prefer the world to be structured or unstructured? In the general school population, the percentage of each of these types is approximately equal.

**Judging (J)** types like to live in a structured, orderly, and planned way. They are happy when their lives are structured and matters are settled. They like to have control over their lives. **Judging does not mean to judge others.** Think of this type as being orderly and organized.

**Perceptive (P)** types like to live in a spontaneous and flexible way. They are happy when their lives are open to possibilities. They try to understand life rather than control it. **Think of this type as spontaneous and flexible.**

Since these types have very opposite ways of looking at the world, there is a great deal of potential for conflict between them unless there is an appreciation for the gifts and talents of both. In any situation, we can benefit from people who represent these very different points of view. For example, in a business situation, the judging type would be good at managing the money, while the perceptive type would be good at helping the business to adapt to a changing marketplace. It is good to be open to all the possibilities and flexible, as well as to have some structure and organization.

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## Judging and Perceptive

As you read through each pair of items, quickly highlight or place a checkmark next to the items that generally describe yourself.

### Judging (J)

- Happy when the decisions are made and finished
- Work first, play later
- It is important to be on time
- Time flies
- Feel comfortable with routine
- Generally keep things in order
- Set goals and work toward them
- Emphasize completing the task

### Perceptive (P)

- Happy when the options are left open; something better may come along
- Play first, do the work later
- Time is relative
- Time is elastic
- Dislike routine
- Prefer creative disorder
- Change goals as new opportunities arise
- Emphasize how the task is done

Here are some qualities that describe the ideal work environment. Again, as you **read through each pair of items**, place a checkmark next to the work environment that you prefer.

**Judging (J)**

- Follow a schedule
- Clear directions
- Organized work
- Logical order
- Control my job
- Stability and security
- Work on one project until done
- Steady work
- Satisfying work
- Like having high responsibility
- Accomplish goals on time
- Clear and concrete assignments
- 24 **Total** (from both charts above)

**Perceptive (P)**

- Be spontaneous
- Minimal rules and structure
- Flexibility
- Many changes
- Respond to emergencies
- Take risks and be adventurous
- Juggle many projects
- Variety and action
- Fun and excitement
- Like having interesting work
- Work at my own pace
- Minimal supervision
- 5 **Total** (from both charts above)

Look at the charts above and notice whether you are more the judging type (orderly and organized) or the perceptive type (spontaneous and flexible). We need the qualities of both types to be successful and deal with the rapid changes in today's world. On the chart below, place an X on the line to indicate how much you prefer judging or perceiving.



Do you generally have judging or perceptive traits? In the box below, write **J** for judging or **P** for perceptive. If there is a tie between **J** and **P**, write **P**.

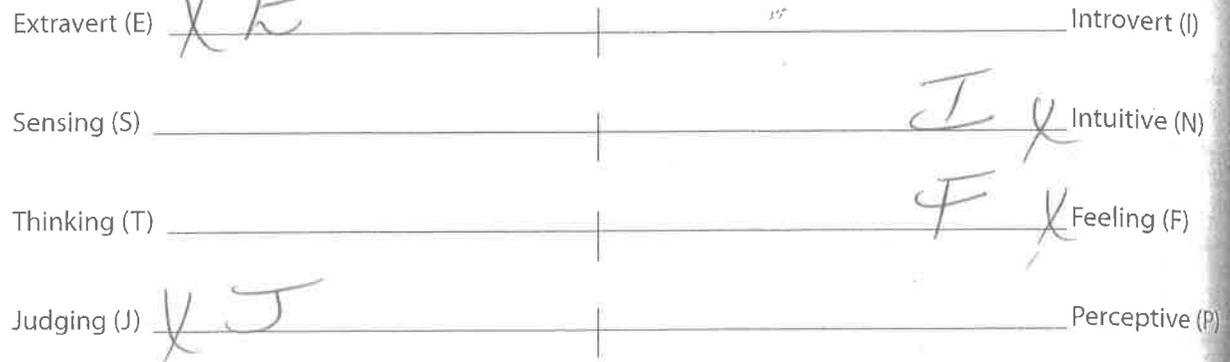
**Journal Entry #4**

Look at the results from Do What You Are and your own self-assessment above. Are you a judging, perceptive, or combination type? Can you give examples of how it affects your social life, school, or work? Write a

## ACTIVITY

### Summarize Your Results

Look at your results above and summarize them on this composite chart. Notice that we are all unique, according to where the Xs fall on the scale.



Write the letters representing each of your preferences.

The above letters represent your estimated personality type based on your understanding and knowledge of self. It is a good idea to confirm that this type is correct for you by completing the online personality assessment, Do What You Are.



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### Introverts and Extraverts

The list below describes some qualities of introverts and extraverts. **For each pair of items**, quickly choose the phrase that describes you best and highlight or place a checkmark next to it. Remember that one type is not better than another. You may also find that you are a combination type and act like an introvert in some situations and an extravert in others. Each type has gifts and talents that can be used in choosing the best major and career for you. To get an estimate of your preference, notice which column has the most checkmarks.

#### Introvert (I)

- Energized by having quiet time alone
- Tend to think first and talk later
- Tend to think things through quietly
- Tend to respond slowly, after thinking
- Avoid being the center of attention
- Difficult to get to know, private
- Have a few close friends
- Prefer quiet for concentration
- Listen more than talk
- View telephone calls as a distraction
- Talk to a few people at parties
- Share special occasions with one or a few people
- Prefer to study alone
- Prefer the library to be quiet
- Described as quiet or reserved
- Work systematically

#### Extravert (E)

- Energized by social interaction
- Tend to talk first and think later
- Tend to think out loud
- Tend to respond quickly, before thinking
- Like to be the center of attention
- Easy to get to know, outgoing
- Have many friends, know lots of people
- Can read or talk with background noise
- Talk more than listen
- View telephone calls as a welcome break
- Talk to many different people at parties
- Share special occasions with large groups
- Prefer to study with others in a group
- Talk with others in the library
- Described as talkative or friendly
- Work through trial and error

Here are some qualities that describe the ideal work environment. Again, as you **read through each pair of items**, place a checkmark next to the work environment that you prefer.

#### Introvert (I)

- Work alone or with individuals

#### Extravert (E)

Much public

3 Total (from both charts above)

17 Total (from both charts above)

Do these results agree with your personality assessment on the Do What You Are? If your results are the same, this is a good indication that your results are useful and accurate. Are there some differences with the results obtained from your personality assessment? If your results are different, this provides an opportunity for further reflection about your personality type. Here are a couple of reasons why your results may be different.

1. You may be a combination type with varying degrees of preference for each type.
2. You may have chosen your personality type on the Do What You Are based on what you think is best rather than what you truly are. Students sometimes do this because of the myth that there are good and bad personality types. It is important to remember that each personality type has strengths and weaknesses. By identifying strengths, you can build on them by choosing the right major and career. By being aware of weaknesses, you can come up with strategies to compensate for them to be successful.

Look at the total number of checkmarks for extravert and introvert on the two above charts. Do you lean toward being an introvert or an extravert? Remember that one type is not better than the other and each has unique gifts and talents. On the chart below, place an X on the line to indicate how much you prefer introversion or extraversion. If you selected most of the introvert traits, place your X somewhere on the left side. If you selected most of the extravert traits, place your X somewhere on the right side. If you are equally introverted and extraverted, place your X in the middle.

Introvert \_\_\_\_\_ | \_\_\_\_\_ X Extravert

Do you generally prefer introversion or extraversion? In the box below, write **I** for introversion or **E** for extraversion. If there is a tie between **E** and **I**, write **I**.

**E**

Notice that it is possible to be a combination type. At times you might prefer to act like an introvert, and at other times you might prefer to act like an extravert. It is beneficial to be able to balance these traits. However, for combination types, it is more difficult to select specific occupations that match this type

### Journal Entry #1

Look at the results from Do What You Are and your own self-assessment above. Are you an introvert or an extravert or a combination of these two types? Can you give examples of how it affects your social life, school, or