

INTRODUCTION

Our behaviors are at the crossroads of two major series of factors :

- **Psychic processes, or modes of operation, that is to say the way in which we function.**
- **Adaptation strategies, the way we adapt to the demands of the environment, using more or less the processes available to us**

CarlGustav Jung, in "Psychological Types",made a contributiondecisive by identifying the main psychological processes andgroupingbycouplesofopposite poles

- **One of these poles is directly accessible, it is an “automatic” operating mode, a “default position”: our “preference”;**
- **The other requires more time and effort to use but therefore has great potential for development.**

The knowledgeofourpreferencespsychiccontributesgreatlyto ourdevelopment andto our relationships with others.

THE FUNDAMENTALS

4 DIMENSIONS - 8 POLARITIES

ENERGY INVESTMENT

According to cases, we can feel more or less attracted first by

- The external world, the outside, the object: Extraversion (E) Or
- The inner world, the inside, the subject: Introversion (I)

Extraversion (E)

(I) Introversion

Breaks ice easily Action, reflection, action Elaborates your thoughts by speaking Numerous contacts and strong interactivity	Start by observing Reflection, action, reflection Speak after having elaborated your thoughts In-depth contacts without being interrupted
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THE INFORMATION COLLECTION QUALITIES OR PERCEPTION FUNCTIONS

There person pay attention in first on:

- There reality such which is, the elements for themselves: Sensation (S) Or
- What could to be, the links between THE elements: Intuition (N)

Sensation (S)

(N) Intuition

Realistic, practical, focused towards the result Proceed in stages, with some methodseproves, of progressive way Prefer themethods proven	Imaginative, conceptual, attracted by novelty Proceeds in spurts, with original methodsnales Jumped upat the conclusion
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CRITERIA OF EVALUATION OR FUNCTIONS OF JUDGEMENT

The person treat the information and is an opinion in favoring

- THE logical and objective aspects, with an intellectual tone: Thought (T) Or
- THE personal aspects and subjective, with an emotional tone: Feeling (F)

Thought (T)

(F) Feeling

Decide in applying of the objective criteria Instead impersonal, just, firm, skeptical Logic, critical, in decline	Decided has leave of its scale of values Instead staff, warm, confident Empathetic, in search of harmony, close
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THE REPORT TO SPACE AND AT THE TIME

There no one gets organized in THE world exterior in favoring

- Structured organization and planning: Judgement (J) Or
- Adaptation to the circumstances and the flexibility: Perception (P)

Judgment (J)

(P) Perception

Organization, planning, forecast Structure, classification Anticipation, likes to know has the advance Takes action the advance	Adaptation, flexibility, flexibility, Accumulation, variety Improvisation, adapts to circumstances Wait until the last minute to there put
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16 PSYCHOLOGICAL TYPES

The combination of preferred poles on each dimension gives the psychological type. There's therefore has 16 possible types, which are expressed by the 4 letters representing the polarities.

Each type represents the interaction of psychological processes that we tend to adopt spontaneously and which are expressed in daily life in extremely varied ways depending on the situations. People of the same type, however, have a certain number of common traits, which can be expressed in the form of typical portraits.

However, type is not a “box” into which everyone is confined. Rather, it represents the starting “deal”, which everyone has at their disposal, often without their knowledge. Learning to spot it allows all the better to free yourself from it to broaden your choices.

The portraits in this brochure must therefore be taken not as a universal truth And exhaustive but as a guide allowing us to reflect on its mode of operation.

The types are often arranged according to the table below.

ISTJ Introverted Feeling Extraverted Thinking	ISF.J. Introverted feeling Extraverted feeling	INFJ Introverted intuition Extraverted feeling	INTj Introverted intuition Extraverted thinking
ISTP Introverted Thinking Extraverted Feeling	ISFP Introverted feeling Extraverted feeling	INFP Introverted feeling Extraverted intuition	INTP Introverted thinking Extraverted intuition
IS P Extroverted Feeling Introverted Thinking	ESFP Extroverted feeling Introverted feeling	ENFP Extroverted intuition Introverted feeling	ENTP Extroverted intuition Introverted thinking
ESFJ Extroverted Thinking Introverted Feeling	ESFJ Extraverted feeling Introverted feeling	ENFJ Extraverted feeling Introverted intuition	INT.J. Extroverted thinking Introverted intuition

The combination of polarities in 16 types is the basic combination. There are other possibilities that we will not develop here.

THE DYNAMICS OF EVOLUTION IN BRIEF

In addition to the description of psychological preferences, the typology makes it possible to represent the diagram usual evolution of each of the 16 types. The functions of perception (Sensation And Intuition) and judgment (Thinking and Feeling), combined with extroversion or introversion, take In there psyche a place specific, according to the scenario below, represented by a "cross of functions":



- The dominant functions emanate from childhood; she is that of the functions favorite has which we have THE more easily appeal
- There auxiliary function, typical of adolescence, is the other preferred function; it balances the dominant in terms of nature (judgment or perception) and orientation (extraversion or introversion)
- The tertiary function is the opposite, non-preferred pole of the auxiliary
- The inferior function is the opposite, non-preferred pole of the dominant function

Development of type consists of:

- We to push on our functions favorite (dominant And auxiliary) and We in disidentify little has little.
- Acquire gradually one more great familiarity with the functions No favorite, tertiary and auxiliary, which, more difficult at the beginning, then allow a better team free.

In there table types of the page previous, the raised letter indicates dominant function; THE two functions registered in below like are there function dominant and the function auxiliary.

YOU will find these in formation In THE portraits under the shape of the cross of the own functions has each kind. We let's use the following code:

- Se: Sensation extrovert
- If: Feeling introverted
- Ne: Extraverted intuition
- Ni: Introverted intuition
- Te: Extraverted thinking
- Ti: Introverted thinking
- Fe: Extraverted feeling
- Fi: Introverted feeling

This is not just a glimpse of The dynamic devolution own every kind psychological. This appearance of typology, most original, East developed more widely In other works.

TYPICAL PORTRAITS

Each standard portrait includes 5 parts:

- **the main characteristics of the type, in general and in the professional world**
- **reactions to stress depending on whether it is more or less accentuated**
- **the development path, to access non-preferred polarities**

These three sections were written based on the very large existing documentation and especially of the typology that has through thousands of interviews.

- **the “seen by itself” type:**

We asked a number of people of each type to spontaneously describe how they work. These descriptions are reproduced as is. You will hear the guy's "voice", unfiltered.

- **the type in summary: in this completely new summary table you will find a very brief description of each type in 9 areas:**
 - *their essential characteristics*
 - *their favorite environment*
 - *their mode of communication*
 - *their leadership style*
 - *their way of learning*
 - *their adaptation to change*
 - *their reactions to the first level of stress*
 - *their reactions to the second level of stress*