

# Personality

- **Personality–**
- The sum **total of the behavioural and mental characteristics** that are distinctive of an individual.
- The personal qualities which make an individual socially popular  
( Energetic, dull, charismatic, autocratic, benevolent)
- There are certain characteristic ways in which an individual responds to the individuals and the surroundings.  
( Shy, concerned, sensitive, insensitive)

# Personality

- **Personality–**
- Physical and psychological components
- Specific to an individual
- Relatively permanent over time
- Due to certain internal or external contingencies the personality changes over time in that it is adaptive to the situations.

# Big Five Model

The model explains that most human character traits can be described using five dimensions.

The big five factors are:

**Extroversion:** captures one's comfort level with relationships. Extroverts tend to be assertive and sociable whereas introverts are reserved and quiet.

**Agreeableness:** refers to an individual's propensity to defer to others. Highly agreeable people are cooperative, warm and trusting. The people with low agreeableness are cold.

**Conscientiousness:** is a measure of reliability. A highly conscientious person is responsible, organized and persistent.

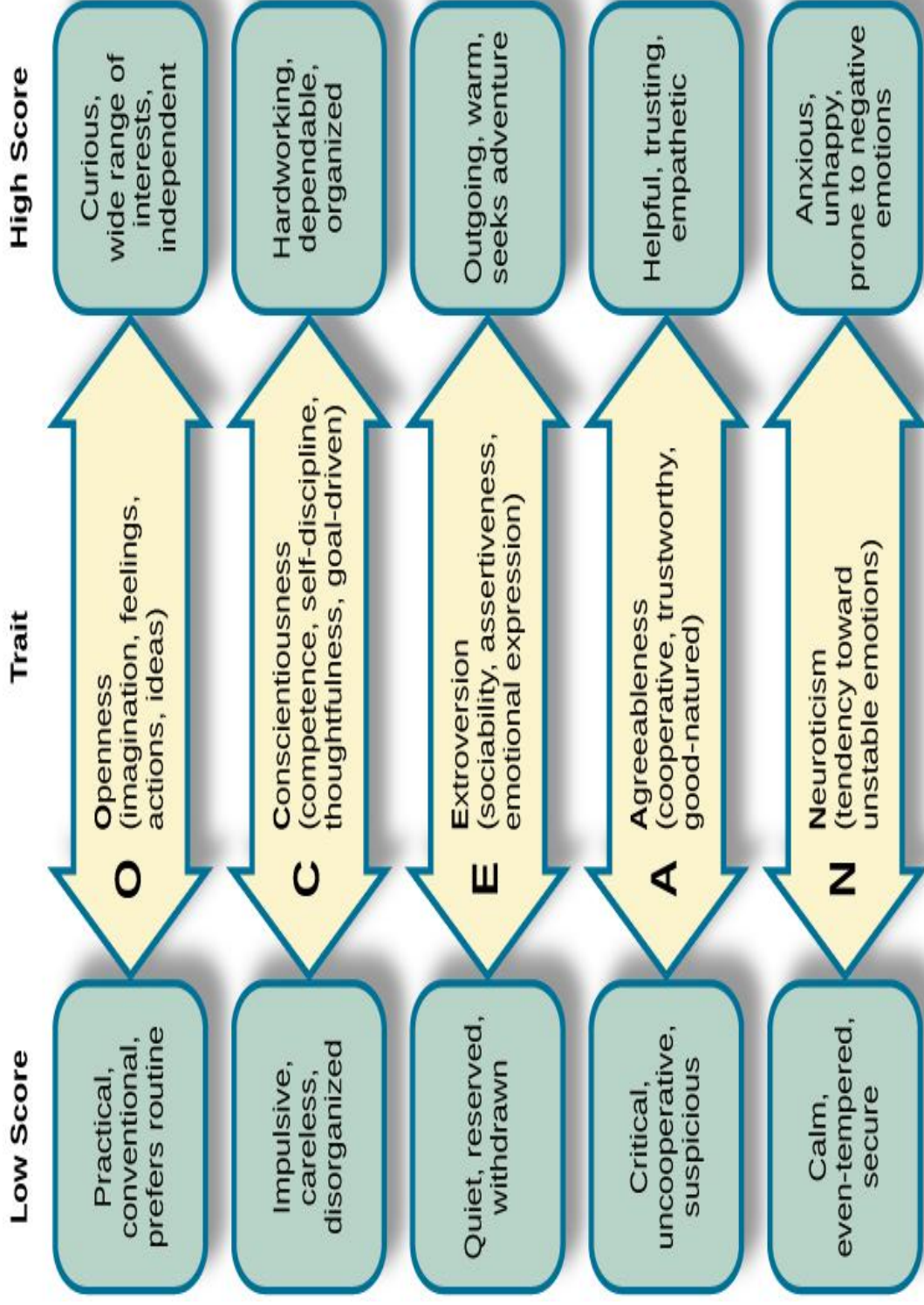
**Neuroticism/Emotional Stability:** measures a person's ability to withstand stress. It is the tendency towards unstable emotions.

People with positive emotional stability tend to be calm, self confident and secure. But the persons with low emotional stability are nervous, anxious and depressed.

**Openness to experience:** addresses one's range of interest and fascination with novelty.

Open people are creative, curious and artistically sensitive. These people like to experiment.

The people who are not open are considered as conventional and try to find comfort in the familiar.



# Types of Personality

MBTI (Myers-Briggs Type Indicator):

It is a **self-report questionnaire** indicating differing psychological preferences in how people perceive the world and make decisions.

To identify your personality, answer these questions :

**Favorite world:** Do you prefer to **focus on the outer** world or on your own inner world? This is called Extraversion (E) or Introversion (I).

**Information:** Do you prefer to focus on the **basic information** you take in or do you **prefer to interpret** and add meaning? This is called Sensing (S) or Intuition (N).

**Decisions:** When making decisions, do you prefer to first look at logic and consistency or first look at the people and special circumstances? This is called Thinking (T) or Feeling (F).

**Structure:** In dealing with the outside world, do you prefer to get things decided or do you prefer to stay open to new information and options? This is called Judging (J) or Perceiving (P).

## ISTJ

Responsible, sincere, analytical, reserved, realistic, systematic. Hardworking and trustworthy with sound practical judgment.

## ISFJ

Warm, considerate, gentle, responsible, pragmatic, thorough. Devoted caretakers who enjoy being helpful to others.

## INFJ

Idealistic, organized, insightful, dependable, compassionate, gentle. Seek harmony and cooperation, enjoy intellectual stimulation.

## INTJ

Innovative, independent, strategic, logical, reserved, insightful. Driven by their own original ideas to achieve improvements.

## ISTP

Action-oriented, logical, analytical, spontaneous, reserved, independent. Enjoy adventure, skilled at understanding how mechanical things work.

## ISFP

Gentle, sensitive, nurturing, helpful, flexible, realistic. Seek to create a personal environment that is both beautiful and practical.

## INFP

Sensitive, creative, idealistic, perceptive, caring, loyal. Value inner harmony and personal growth, focus on dreams and possibilities.

## INTP

Intellectual, logical, precise, reserved, flexible, imaginative. Original thinkers who enjoy speculation and creative problem solving.

## ESTP

Outgoing, realistic, action-oriented, curious, versatile, spontaneous. Pragmatic problem solvers and skillful negotiators.

## ESFP

Playful, enthusiastic, friendly, spontaneous, tactful, flexible. Have strong common sense, enjoy helping people in tangible ways.

## ENFP

Enthusiastic, creative, spontaneous, optimistic, supportive, playful. Value inspiration, enjoy starting new projects, see potential in others.

## ENTP

Inventive, enthusiastic, strategic, enterprising, inquisitive, versatile. Enjoy new ideas and challenges, value inspiration.

## ESTJ

Efficient, outgoing, analytical, systematic, dependable, realistic. Like to run the show and get things done in an orderly fashion.

## ESFJ

Friendly, outgoing, reliable, conscientious, organized, practical. Seek to be helpful and please others, enjoy being active and productive.

## ENFJ

Caring, enthusiastic, idealistic, organized, diplomatic, responsible. Skilled communicators who value connection with people.

## ENTJ

Strategic, logical, efficient, outgoing, ambitious, independent. Effective organizers of people and long-range planners.