

# Type Indicators

Trait	Impacts	Dichotomy
<b>Extraversion (E)</b> Energy through people	<b>Energy</b>	<b>Intraversion (I)</b> Energy through Self-reflection
<b>Sensing</b> Through 5 senses (Observing)	<b>Information Processing</b>	<b>Intuiting</b> Understanding Meaning & Pattern
<b>Thinking</b> Based on logics & Facts	<b>Decision Making</b>	<b>Feeling</b> Based on Empathy
<b>Judging</b> Organizing and seeking closure	<b>Managing External World</b>	<b>Perceiving</b> Flexibility, Spontaneity and Openness to experience

## ● Extroverts: Description



- Talkative & Expressive
- Energized by socializing
- Engaged with external world
- Enjoy interacting with others
- Comfortable in parties, gatherings & meetings
- Enjoy fast-paced lifestyle
- Seek new experiences
- Open & approachable

## Possibilities

- Sales
- Marketing
- Public Relations
- Politics
- HR Management
- Accounts Management
- Public Administration

May be uncomfortable in careers requiring working in isolation with minimal social interaction

## ● Introverts Description



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- Energized by socializing
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## Possibilities

- Sales ● Marketing ● Public Relations ● Politics ● HR Management
- Accounts Management ● Public Administration

May be uncomfortable in careers requiring a lot of public-facing



## Sensing



## Description

- Focus on directly observable and measurable information
- Focus on immediate realities ● Provide information in step-by-step manner ● Pay close attention to details and practical problem solving
- Focus on real-world information

## Possibilities

- Skilled trade professionals ● Medical technologists ● Engineers
- Logistics managers ● Quality inspectors ● Crime scene investigators

May be uncomfortable in careers requiring highly abstract, theoretical roles, roles with ambiguity or highly creative roles.



## Intuiting



## Description

- Imaginative, future-oriented, and focused on possibilities.
- Focus on big picture ● Comfortable with uncertainty and ambiguity
- Open to change and adaptable

## Possibilities

- Graphic design ● Filmmaking ● R&D roles in tech-industries
- Strategic planning ● Marketing ● Advertising

May be uncomfortable in careers requiring highly routine or roles with repetitive work.

## ● Thinking



### Description

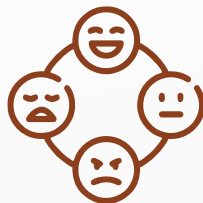
- Preference for Facts and rational analysis when making decisions
- Try to see cause-effect relationship
- Prefer concise and logical explanation
- Prefer direct and straight-forward communication

### Possibilities

- Engineering
- Software development
- Legal professions
- Finance-accounting-economics
- Operations management
- Medicine

May be uncomfortable in careers requiring high emotional or empathy-based decision making.

## ● Feeling



### Description

- Decisions based on personal values and beliefs
- Focus on well-being of others while making decisions
- Give high value to relationships
- Prioritize the emotional tone of their communication

### Possibilities

- Counselling-Therapy
- Social work
- Teaching
- Political leader
- HR
- Nursing

May be uncomfortable in careers requiring highly competitive roles, technical roles with limited human interaction or roles requiring strictly rule-based decision making.

## ● Judging



### Description

- Value order, clarity and closure
- Follows planned and scheduled guidelines
- Willing to settle matters
- Maintain to-do lists
- Work towards specific outcomes
- Feel comfortable in an ordered, predictable environment
- Organize information in a structured manner

### Possibilities

- Project management
- Operations management
- Event planning
- Financial planning

May be uncomfortable in careers requiring an unpredictable, unstructured work environments

## ● Perceiving



### Description

- Adaptable and comfortable with ambiguity
- Keep options open and may delay decisions
- Enjoy the process of discovery
- Open to adjusting plans
- Improvisational approach
- Procrastinating decisions

### Possibilities

- Creative arts & design
- Entertainment & media
- Marketing
- Advertisement
- Counselling

May be uncomfortable in careers requiring highly structured or rule- driven environment.