

CLARIFYING YOUR PREFERENCES

The following is a compilation of common traits associated with each Cognitive Preference

Introvert (I)	Extravert (E)
<ul style="list-style-type: none"> • Inner/self-focus • More independent-minded • More cautious, conservative, and discriminating; “look before they leap”; rely heavily on forethought (especially IJs) • Prefer a slower, quieter, reflective life • More easily overwhelmed by external stimuli • Feel somewhat alien, uncomfortable, or inadequate in the world • Often less talkative (especially ISPs) • More self-reflective and self-aware • Require more time to themselves 	<ul style="list-style-type: none"> • Outer/world-focus • More collective-minded • “Act now, think later” (especially EPs); more assertive and risk-tolerant • Enjoy a busier, “on the go” lifestyle • Less concerned with being harmed or overwhelmed by the world • Feel rather at home in the world • Often more talkative (especially ENJs) • More world-reflective and world-aware • Require less time to themselves
Sensing (S)	Intuition (N)
<ul style="list-style-type: none"> • Caught up in living life, they may forget to reflect on it (especially ESPs) • Generally prefer and are at their best with practical, concrete activities • Excel in handling details and daily affairs • Lovers of new sights, tastes, and sensations (SPs) or routines and traditions (SJs) • More concerned with the facts, details, or particulars than the connections between them • Most effective on the back end of the creative process, with enacting and implementing 	<ul style="list-style-type: none"> • Often lost in thought, their minds are “somewhere else” • May struggle to attend to the concrete details of daily life (especially INJs and ENPs) • Prefer to deal in theoretical, imaginative, or speculative realms; love working with ideas • Enjoy contemplating abstract patterns, connections, and languages, be they verbal, mathematical, or computer-based • More interested in the connections between things (especially abstract things) than in the things themselves • Most effective on the front end of the creative process, while generating ideas or insights
Thinking (T)	Feeling (F)
<ul style="list-style-type: none"> • Take a logic-based approach to reasoning and decision-making • Focus on matters of logic, strategy, logistics, utility, functionality, and classification; strive to make things more useful, rational, and efficient. More readily detach from their emotions to make decisions in an impersonal fashion • Less concerned with the needs and feelings of others • Focus more on their own work and interests 	<ul style="list-style-type: none"> • Consult tastes and feelings in reasoning and decision-making • Enrich life with colors, sounds, tastes, scents, textures, stories, images, etc. • More attuned and responsive to feelings, both their own and those of others • Generally more caring, compassionate, and nurturing • More apt to divide time among work, relationships, and/or caregiving
Judging (J)	Perceiving (P)
<ul style="list-style-type: none"> • Outwardly firm, direct, and opinionated • Undeterred from directly expressing their views or wishes (especially EJs); utilize declarative statements • Tone and mannerisms convey a sense of closure, seriousness, or formality • Others may turn to them for answers or decision-making • See planning as a way of reducing risk and ensuring desirable outcomes • Experience and express convergence in beliefs / worldview • More apt to prefer structure and predictability in work settings • Prefer “traditional” methods of teaching and learning, such as lectures or direct instruction • Not necessarily neat, tidy, organized, uptight, or punctual • Less restless and less dependent on a breadth of activities for stimulation (especially IJs) 	<ul style="list-style-type: none"> • Outwardly open, receptive and adaptable • Can be reluctant to state things directly (especially IPs); may express themselves in a more tangential fashion (e.g., using hints or questions) • Are typically unenthusiastic about making detailed plans, especially when involving other people; enjoy an uncertainty of leaving things open-ended • Slow to reach closure in beliefs or decisions • Often viewed as good, non-judgmental listeners • Can be skeptical toward external laws; prefer to make and follow their own rules • Desire variety, novelty, informality, and minimal structure at work • Often prefer to teach themselves (especially IPs); teach others by example or facilitation • Not necessarily messy, disorganized, procrastinating, or chronically late • Often restless, turning to a breadth of activities for stimulation (especially EPs)