

# Breaking Down the 16 MBTI Results



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# Module Overview

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
<b>ISTP</b> 4-6 Crafter	<b>ISFP</b> 5-9 Composer	<b>INFP</b> 4-5 Healer	<b>INTP</b> 3-5 Architect
<b>ESTP</b> 4-5 Promoter	<b>ESFP</b> 4-9 Performer	<b>ENFP</b> 6-8 Champion	<b>ENTP</b> 2-5 Inventor
<b>ESTJ</b> 8-12 Supervisor	<b>ESFJ</b> 9-13 Provider	<b>ENFJ</b> 2-5 Teacher	<b>ENTJ</b> 2-5 Field marshal

# Module Overview

## Breakdown each position

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
<b>ISTP</b> 4-6 Crafter	<b>ISFP</b> 5-9 Composer	<b>INFP</b> 4-5 Healer	<b>INTP</b> 3-5 Architect
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# Module Overview

Breakdown each position

Focus on “The Questions”

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
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# Module Overview

Breakdown each position

Focus on “The Questions”

Understand in plain English

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
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# Module Overview

Breakdown each position

Focus on “The Questions”

Understand in plain English

Grouping results

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
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# Module Overview

Breakdown each position

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Understand in plain English

Grouping results

Common results

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
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# Module Overview

Breakdown each position

Focus on “The Questions”

Understand in plain English

Grouping results

Common results

Descriptors

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4 Mastermind
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# Introversion vs. Extraversion

## Introversion

- Described as reserved, private
- Prefers slow-pace with time to think
- Tends to think things through in your head
- Would rather observe than be the center of attention

## Extraversion

- Described as talkative, outgoing
- Likes to be in fast-paced environment
- Tends to work out ideas with others
- Thinks out loud
- Enjoys being center of attention

**Is your  
focus  
outward  
or  
inward?**



# Sensing vs. Intuition

## Sensing

- Focuses on reality (how things are)
- Likes concrete facts and details
- Prefers ideas that have practical applications
- Describes things in a specific, literal way

## Intuition

- Imagines possibilities (how things could be)
- Notices the big picture
- Pays attention to how things connect
- Enjoys ideas and concepts
- Describes things in figurative, poetic way

**How do  
you  
prefer to  
take in  
info?**



# Feeling vs. Thinking

## Feeling

- Based on personal values and how your actions affect others
- Values harmony, forgiveness
- Likes to please others and point out the best in people
- Described as warm, empathetic

## Thinking

- In an impersonal way, using logical reasoning
- Values justice, fairness
- Enjoys finding the flaws in an argument
- Could be described as reasonable, level-headed

**How do  
you  
prefer to  
make  
decisions  
?**





# Perceiving vs. Judging

## Perceiving

- Prefers to leave options open
- Sees rules and deadlines as flexible
- Likes to improvise and make things up on the fly
- Is spontaneous, enjoys surprises and new situations

## Judging

- Prefers to have matters settled
- Thinks rules and deadlines should be respected
- Prefers to have detailed instructions
- Makes plans, wants to know fine print

**How do  
you  
prefer to  
live your  
outer  
life?**



# Reassessing with New Perspective

?

?

?

?

# Reassessing with New Perspective

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?  
?  
?  
?

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I

?

?

?

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|

?

?

?

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I  
S/N  
?  
?

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I  
S/N  
?  
?



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I  
S/N  
F  
?

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- Makes plans, wants to know fine print

I  
S/N  
F  
?

# Reassessing with New Perspective

## Perceiving

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I  
S/N  
F  
J

# Reassessing with New Perspective

E N T J

E S F J

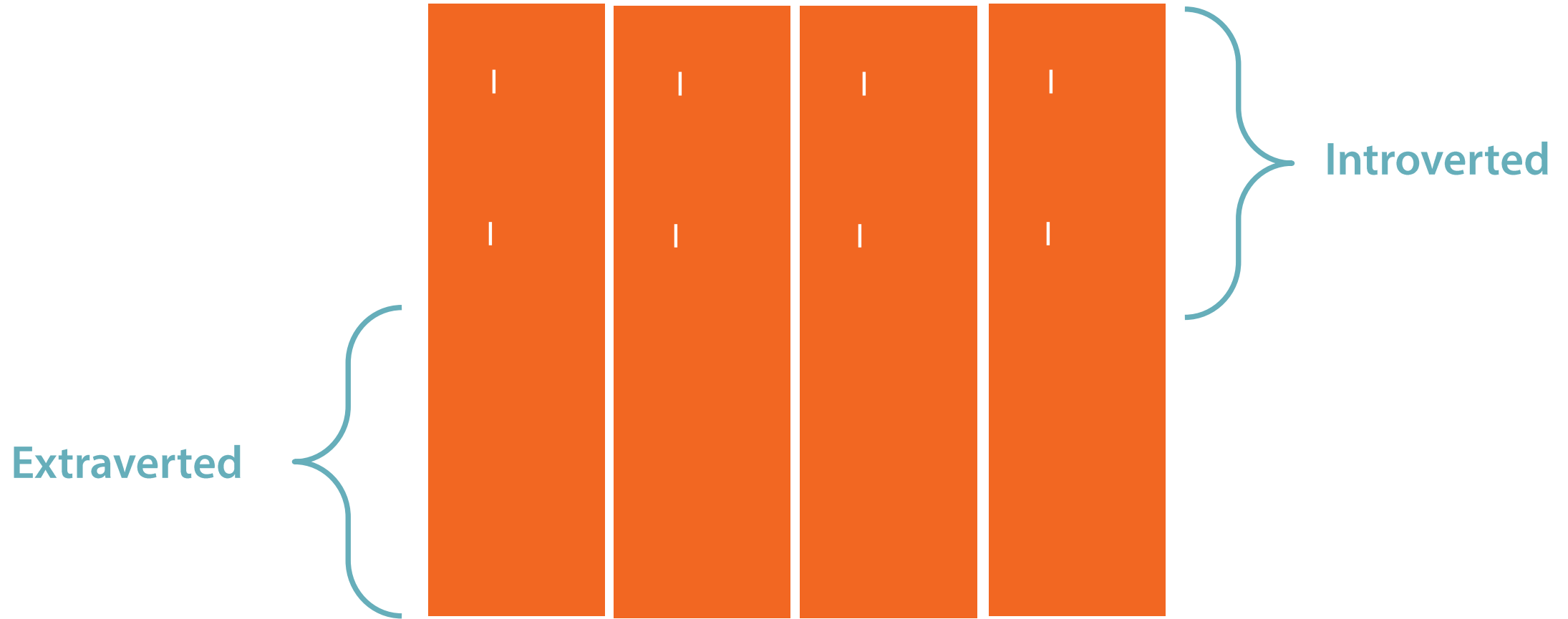
E N T J

I S T J

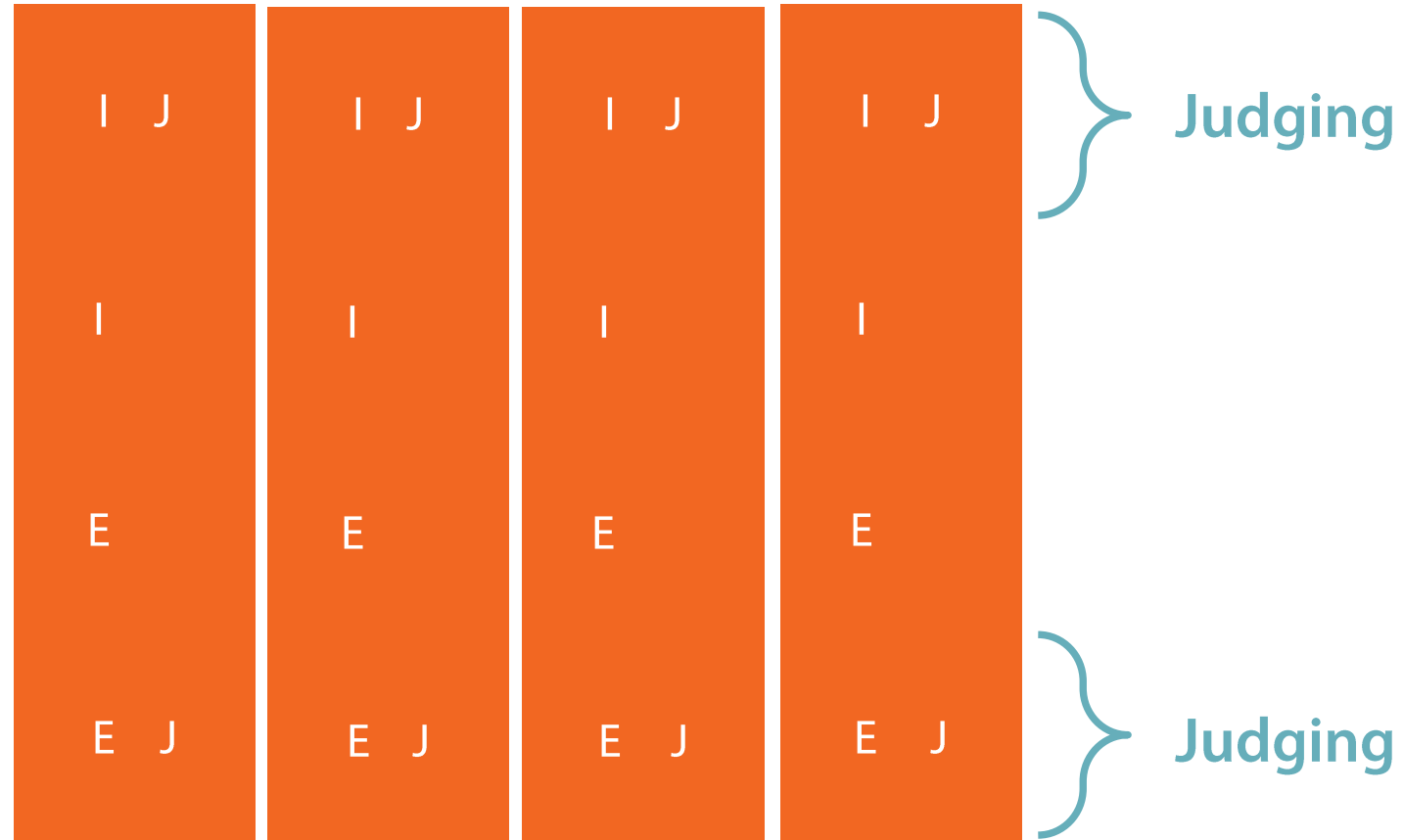
**I N/S F/t J**



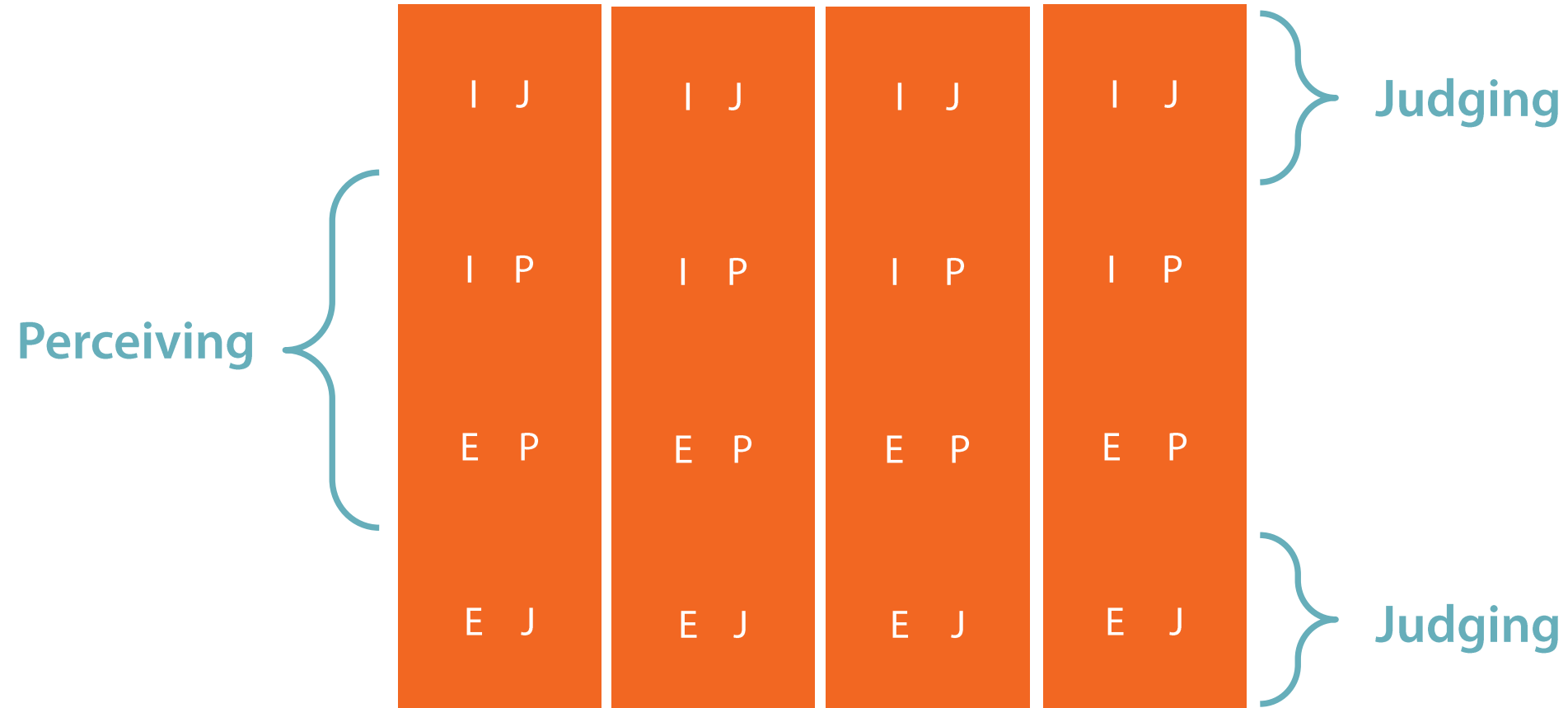
# Grouping MBTI Results



# Grouping MBTI Results



# Grouping MBTI Results





# Grouping MBTI Results

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

Sensing & Thinking

# Grouping MBTI Results

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

Sensing & Feeling

# Grouping MBTI Results

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

Intuition & Feeling

# Grouping MBTI Results

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

Intuition & Thinking



# Common MBTI Results (U.S.)

**ISTJ**

11-14

**ISTP**

4-6

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

**ISFP**

5-9

**ESFP**

4-9

**ESFJ**

9-13

**INFJ**

1-3

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Common MBTI Results (U.S.)

**ISTJ**

11-14

**ISTP**

4-6

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

**ISFP**

5-9

**ESFP**

4-9

**ESFJ**

9-13

**INFJ**

1-3

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Common MBTI Results (U.S.)

**ISTJ**

11-14

**ISTP**

4-6

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

**ISFP**

5-9

**ESFP**

4-9

**ESFJ**

9-13

**INFJ**

1-3

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5



# Common MBTI Results (U.S.)

**ISTJ**

11-14

**ISTP**

4-6

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

**ISFP**

5-9

**ESFP**

4-9

**ESFJ**

9-13

**INFJ**

1-3

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Common MBTI Results (U.S.)

<b>ISTJ</b> 11-14	<b>ISFJ</b> 9-14	<b>INFJ</b> 1-3	<b>INTJ</b> 2-4
<b>ISTP</b> 4-6	<b>ISFP</b> 5-9	<b>INFP</b> 4-5	<b>INTP</b> 3-5
<b>ESTP</b> 4-5	<b>ESFP</b> 4-9	<b>ENFP</b> 6-8	<b>ENTP</b> 2-5
<b>ESTJ</b> 8-12	<b>ESFJ</b> 9-13	<b>ENFJ</b> 2-5	<b>ENTJ</b> 2-5

# Common MBTI Results (U.S.)

**ISTJ**

11-14

**ISFJ**

9-14

**INFJ**

1-3

**INTJ**

2-4

**ISTP**

4-6

**ISFP**

5-9

**INFP**

4-5

**INTP**

3-5

**ESTP**

4-5

**ESFP**

4-9

**ENFP**

6-8

**ENTP**

2-5

**ESTJ**

8-12

**ESFJ**

9-13

**ENFJ**

2-5

**ENTJ**

2-5



# Simplifying Types with Descriptors

**ISTJ**

11-14

**ISTP**

4-6

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

**ISFP**

5-9

**ESFP**

4-9

**ESFJ**

9-13

**INFJ**

1-3

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

★ Inspector

**ISTP**

4-6

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

**ISFP**

5-9

**ESFP**

4-9

**ESFJ**

9-13

**INFJ**

1-3

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISFJ**

9-14

**INFJ**

1-3

★ Counselor

**INTJ**

2-4

**ISTP**

4-6

**ISFP**

5-9

**INFP**

4-5

**INTP**

3-5

**ESTP**

4-5

**ESFP**

4-9

**ENFP**

6-8

**ENTP**

2-5

**ESTJ**

8-12

**ESFJ**

9-13

**ENFJ**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

<b>ISTJ</b> 11-14 Inspector	<b>ISFJ</b> 9-14 ★ Protector	<b>INFJ</b> 1-3 Counselor	<b>INTJ</b> 2-4
<b>ISTP</b> 4-6	<b>ISFP</b> 5-9	<b>INFP</b> 4-5	<b>INTP</b> 3-5
<b>ESTP</b> 4-5	<b>ESFP</b> 4-9	<b>ENFP</b> 6-8	<b>ENTP</b> 2-5
<b>ESTJ</b> 8-12	<b>ESFJ</b> 9-13	<b>ENFJ</b> 2-5	<b>ENTJ</b> 2-5



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<b>ISTP</b> 4-6	<b>ISFP</b> 5-9 ★ Composer	<b>INFP</b> 4-5	<b>INTP</b> 3-5
<b>ESTP</b> 4-5	<b>ESFP</b> 4-9	<b>ENFP</b> 6-8	<b>ENTP</b> 2-5
<b>ESTJ</b> 8-12	<b>ESFJ</b> 9-13	<b>ENFJ</b> 2-5	<b>ENTJ</b> 2-5

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<b>ESTP</b> 4-5	<b>ESFP</b> 4-9 ★ Performer	<b>ENFP</b> 6-8	<b>ENTP</b> 2-5
<b>ESTJ</b> 8-12	<b>ESFJ</b> 9-13	<b>ENFJ</b> 2-5	<b>ENTJ</b> 2-5

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<b>ESTJ</b> 8-12	<b>ESFJ</b> 9-13 ★ Provider	<b>ENFJ</b> 2-5	<b>ENTJ</b> 2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISTP**

4-6

★ Crafter

**ESTP**

4-5

**ESTJ**

8-12

**ISFJ**

9-14

Protector

**ISFP**

5-9

Composer

**ESFP**

4-9

Performer

**ESFJ**

9-13

Provider

**INFJ**

1-3

Counselor

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISTP**

4-6

Crafter

**ESTP**

4-5

★ Promoter

**ESTJ**

8-12

**ISFJ**

9-14

Protector

**ISFP**

5-9

Composer

**ESFP**

4-9

Performer

**ESFJ**

9-13

Provider

**INFJ**

1-3

Counselor

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISTP**

4-6

Crafter

**ESTP**

4-5

Promoter

**ESTJ**

8-12

★ Supervisor

**ISFJ**

9-14

Protector

**ISFP**

5-9

Composer

**ESFP**

4-9

Performer

**ESFJ**

9-13

Provider

**INFJ**

1-3

Counselor

**INFP**

4-5

**ENFP**

6-8

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

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<b>ESTP</b> 4-5 Promoter	<b>ESFP</b> 4-9 Performer	<b>ENFP</b> 6-8	<b>ENTP</b> 2-5
<b>ESTJ</b> 8-12 Supervisor	<b>ESFJ</b> 9-13 Provider	<b>ENFJ</b> 2-5	<b>ENTJ</b> 2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISTP**

4-6

Crafter

**ESTP**

4-5

Promoter

**ESTJ**

8-12

Supervisor

**ISFJ**

9-14

Protector

**ISFP**

5-9

Composer

**ESFP**

4-9

Performer

**ESFJ**

9-13

Provider

**INFJ**

1-3

Counselor

**INFP**

4-5

Healer

**ENFP**

6-8

★ Champion

**ENFJ**

2-5

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5



# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISTP**

4-6

Crafter

**ESTP**

4-5

Promoter

**ESTJ**

8-12

Supervisor

**ISFJ**

9-14

Protector

**ISFP**

5-9

Composer

**ESFP**

4-9

Performer

**ESFJ**

9-13

Provider

**INFJ**

1-3

Counselor

**INFP**

4-5

Healer

**ENFP**

6-8

Champion

**ENFJ**

2-5

★ Teacher

**INTJ**

2-4

**INTP**

3-5

**ENTP**

2-5

**ENTJ**

2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISFJ**

9-14

Protector

**INFJ**

1-3

Counselor

**INTJ**

2-4

★ Mastermind

**ISTP**

4-6

Crafter

**ISFP**

5-9

Composer

**INFP**

4-5

Healer

**INTP**

3-5

**ESTP**

4-5

Promoter

**ESFP**

4-9

Performer

**ENFP**

6-8

Champion

**ENTP**

2-5

**ESTJ**

8-12

Supervisor

**ESFJ**

9-13

Provider

**ENFJ**

2-5

Teacher

**ENTJ**

2-5

# Simplifying Types with Descriptors

**ISTJ**

11-14

Inspector

**ISTP**

4-6

Crafter

**ESTP**

4-5

Promoter

**ESTJ**

8-12

Supervisor

**ISFJ**

9-14

Protector

**ISFP**

5-9

Composer

**ESFP**

4-9

Performer

**ESFJ**

9-13

Provider

**INFJ**

1-3

Counselor

**INFP**

4-5

Healer

**ENFP**

6-8

Champion

**ENFJ**

2-5

Teacher

**INTJ**

2-4

Mastermind

**INTP**

3-5

★ Architect

**ENTP**

2-5

**ENTJ**

2-5

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**ENTJ**

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★ Field marshal

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**ESTJ**

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**ISFP**

5-9

Composer

**ESFP**

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**ESFJ**

9-13

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**INFJ**

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**INFP**

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**ENFP**

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Champion

**ENFJ**

2-5

Teacher

**INTJ**

2-4

Mastermind

**INTP**

3-5

Architect

**ENTP**

2-5

Inventor

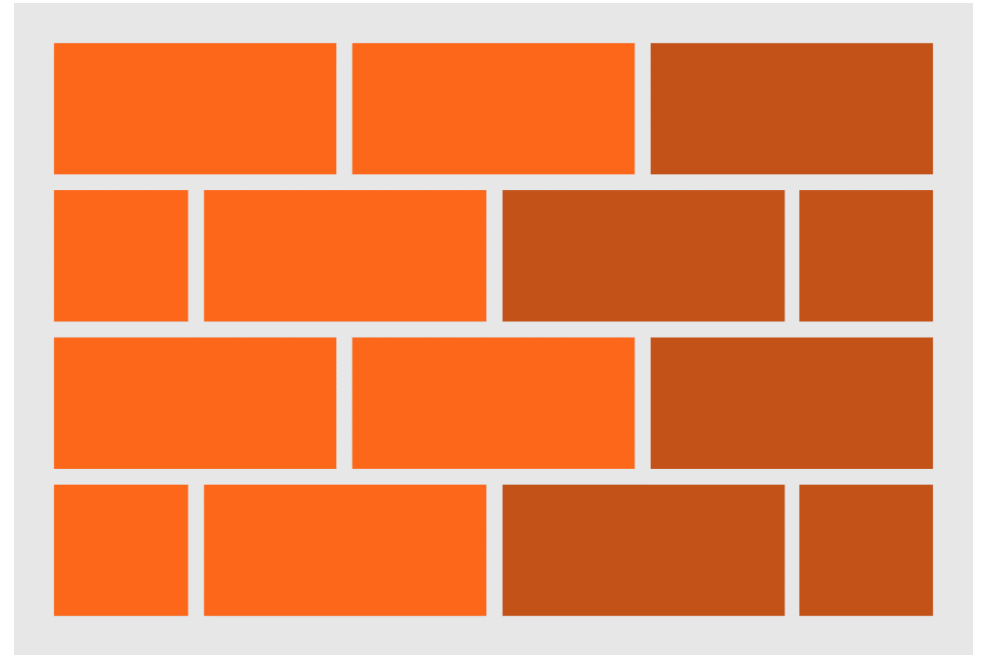
**ENTJ**

2-5

Field marshal



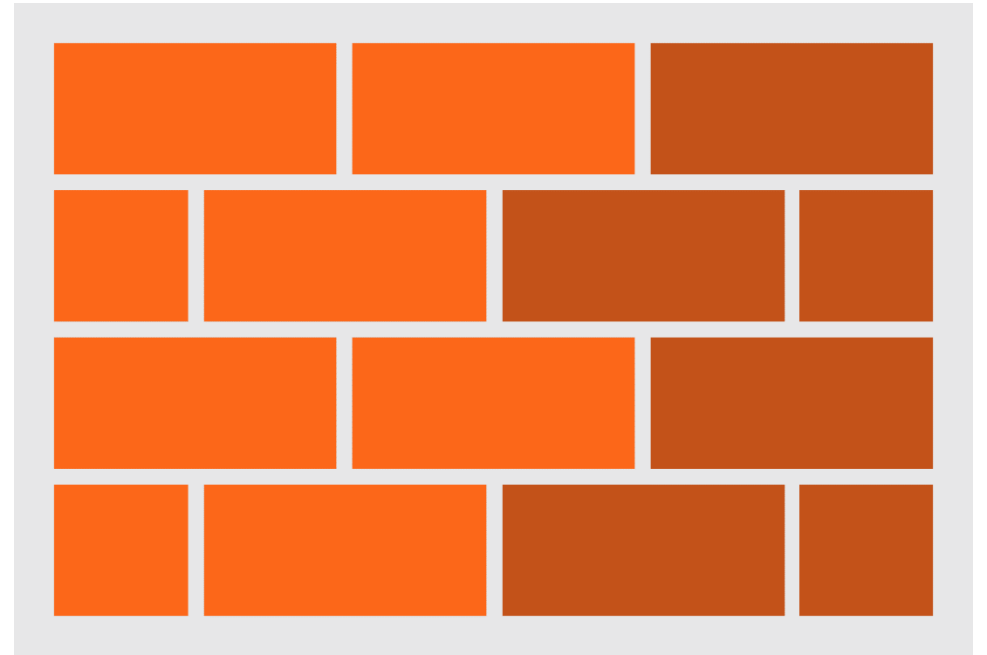
# Sliding Scale vs. Absolutes





# Sliding Scale vs. Absolutes

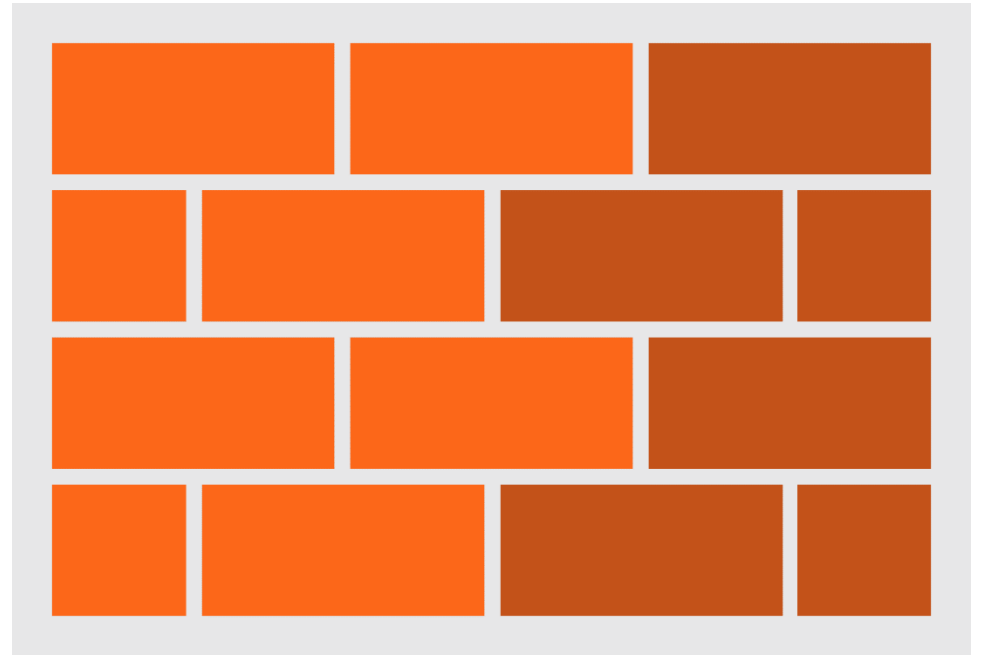
How close am I to other option?



# Sliding Scale vs. Absolutes

How close am I to other option?

Tiny bit E doesn't mean E

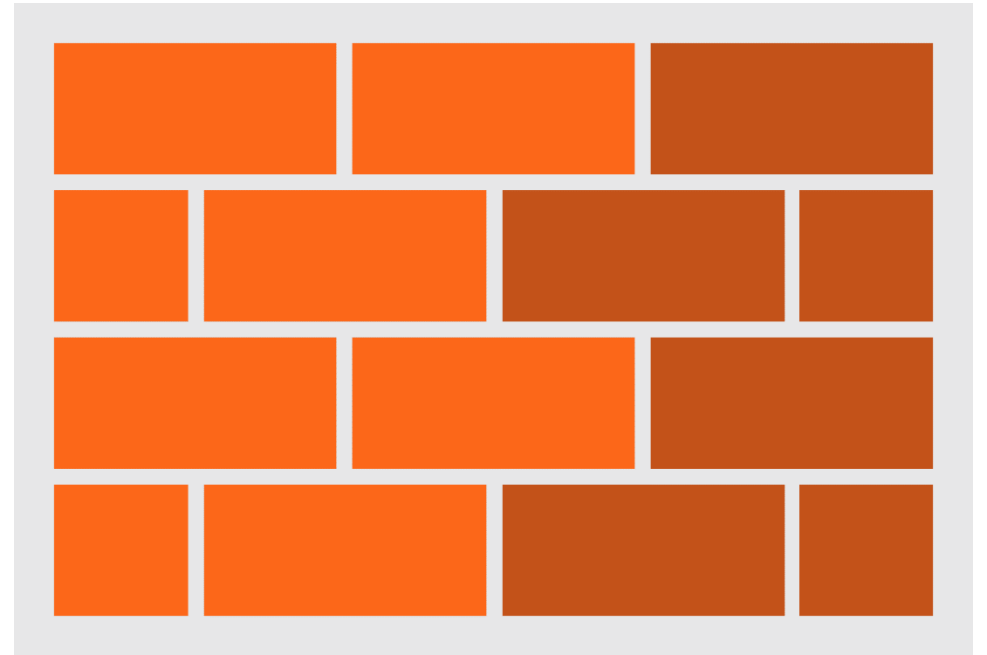


# Sliding Scale vs. Absolutes

How close am I to other option?

Tiny bit E doesn't mean E

**Avoid over-stereotyping**



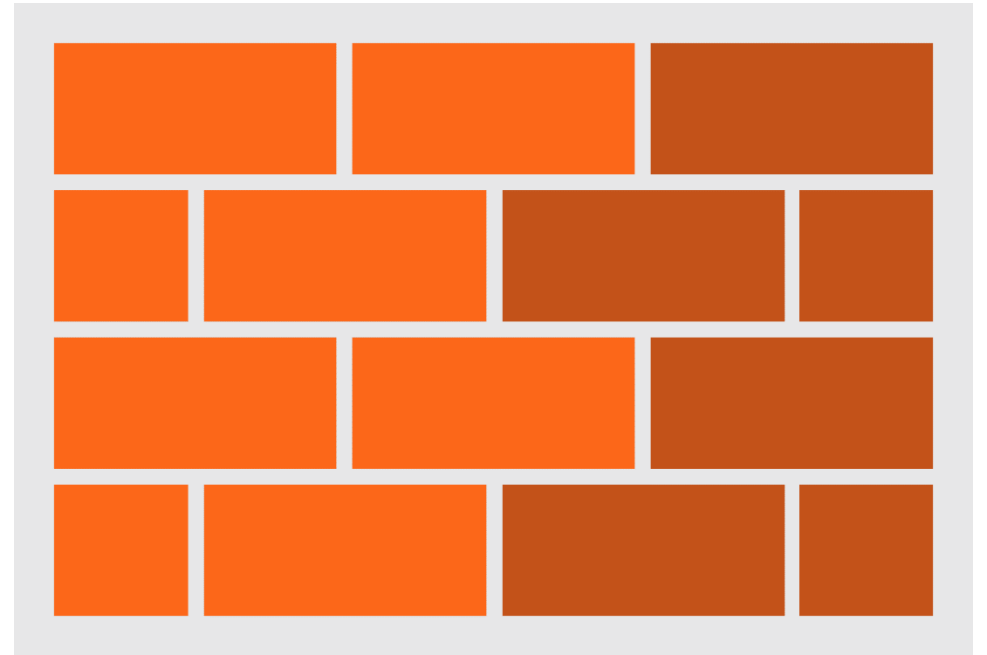
# Sliding Scale vs. Absolutes

How close am I to other option?

Tiny bit E doesn't mean E

Avoid over-stereotyping

**Respect scale and depth**



# Sliding Scale vs. Absolutes

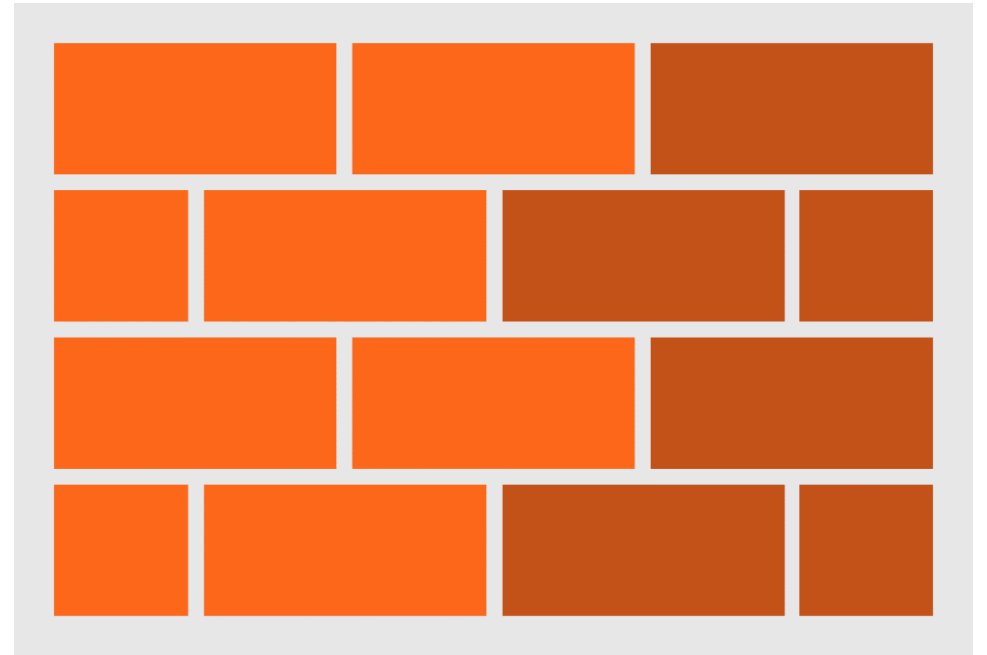
How close am I to other option?

Tiny bit E doesn't mean E

Avoid over-stereotyping

Respect scale and depth

**Explains unpredictable behavior**





# Considering Situations



# Considering Situations

Level of responsibility (i.e. blame)





# Considering Situations



Level of responsibility (i.e. blame)

Level of interest



# Considering Situations



Level of responsibility (i.e. blame)

Level of interest

Am I with friends?



# Considering Situations



Level of responsibility (i.e. blame)

Level of interest

Am I with friends?



**Will this hurt someone I love?**

# Considering Situations



Level of responsibility (i.e. blame)

Level of interest

Am I with friends?



Will this hurt someone I love?

**Is the decision “material”?**

# Considering Situations



Level of responsibility (i.e. blame)

Level of interest

Am I with friends?



Will this hurt someone I love?

Is the decision “material”?

**Work vs. home**



# What Did I Miss?

Thoughts & questions



Table of contents	Description	Exercise files	<b>Discussion</b>
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# Wrap-up

## Understanding MBTI Results

- Comparing each option
- Reassessing without questions
- Grouping MBTI results
- Which type is most common?
- Using descriptors simplify
- Sliding scale vs. absolutes
- Circumstances that affect results

## Actionable Takeaways

# Wrap-up

## Understanding MBTI Results

- Comparing each option
- Reassessing without questions
- Grouping MBTI results
- Which type is most common?
- Using descriptors simplify
- Sliding scale vs. absolutes
- Circumstances that affect results

## Actionable Takeaways

- List four main questions
- Define each of the eight letters
- Identify how common your results are
- Write the descriptor for your type
- Clarify where you think you would fall, if this were on a scale

# Wrap-up

## What's Next?

What this means when you  
need to work with, **or**  
**persuade**, others