**SENSING**

Do not have a good imagination.

I remember events as snapshots of what actually happened.

I solve problems by working through facts until I understand the problem.

I am pragmatic and look to the "bottom line.”

I start with facts and then form a big picture.

I trust experience first and trust words and symbols less.

Sometimes I pay so much attention to facts, either present or past, that I miss new possibilities.

**INTUITIVE**

Have a vivid imagination.

I remember events by what I read "between the lines" about their meaning.

I solve problems by leaping between different ideas and possibilities.

I am interested in doing things that are new and different.

I like to see the big picture, then to find out the facts.

I trust impressions, symbols, and metaphors more than what I actually experienced

Sometimes I think so much about new possibilities that I never look at how to make them a reality.