# ISTJ Personality Types

Each letter in the personality type code - I, S, T, and J - describes a preference for

a way of thinking or behaving. There are eight styles and you use all of them, but

ISTJs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is ISTJ then you are interested in clarity and knowledge. You like to observe and listen, and have a particular interest in facts and information which help you to develop as clear a knowledge as possible. You like to know where you stand, e.g.: having clear goals to which you are working, and to know that what you are expected to do is achievable. You value your experience, which serves as a strong guide to your decisions.

# ISFJ Personality Types

Each letter in the personality type code - I, S, F, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ISFJs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is ISFJ then you are interested in knowledge and experience, particularly in relation to family, friends and colleagues. You are a quiet, serious observer of people, listening intently and getting to know a great deal about them. You pay attention to their emotions and feelings, and are keenly aware of the state of relationships between them and you take your responsibilities to them very seriously.

# INFJ Personality Types

Each letter in the personality type code - I, N, F, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but INFJs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is INFJ then you have a strong, private sense of knowledge and vision, often for hidden things that other people would think can't be known. You see imaginative possibilities and insights, especially in relation to people, anticipating a future for them that they can't even see themselves. Although you probably have some strong relationships, your insights may be so unusual that others find them difficult to accept, and you may therefore find it difficult to articulate them.

# INTJ Personality Types

Each letter in the personality type code - I, N, T, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but INTJs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is INTJ then you have a strong, private sense of strategic vision, both for the future and how that future can be achieved. Your vision, or sense of knowing, may be difficult to articulate. Others may find your vision difficult to accept, seeing it as impractical or unrealistic. Pursuing your vision might be a lonely task, therefore, as you develop and pursue plans without anyone else really understanding the nature of what you are trying to achieve.

# ISTP Personality Types

Each letter in the personality type code - I, S, T, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ISTPs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is ISTP then you have both a logical and a practical mind and therefore enjoy solving tangible problems. You are very interested in how things work, and may have a tendency to take things apart if you don't know how they work. You may also enjoy using your craftmanslike skills to fix things that are broken, or doing investigative work, collecting facts and clues to find out the truth of what has happened.

# ISFP Personality Types

Each letter in the personality type code - I, S, F, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ISFPs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is ISFP then you have some deeply-held values that, even though your life may be somewhat unstructured, direct the things that you do and say. You probably take a caring and sensitive approach to others, more so than may be apparent to others because you showing your feelings in acts of kindness rather than in direct statements. You probably have a strong sense of the type of lifestyle you enjoy, which you want to maintain.

# INFP Personality Types

Each letter in the personality type code - I, N, F, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but INFPs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is INFP then you have some deeply-held values, though there are probably very few people, if any, who know what those values actually are. Privately, you may be a people-person, but others may not recognise it as you show your feelings in indirect, imaginative ways rather than in more conventional expressions of care. You may be looking forward to the realisation of some personal ideals.

# INTP Personality Types

Each letter in the personality type code - I, N, T, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but INTPs prefer:

* **Introversion** (thinking things through) more than Extraversion (interacting with people)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is INTP then you have a strong sense of the hidden principles that govern how the world works. You are interested in theoretical models and explanations, and when other people put forward their own theories you put them to the test to find out how true or robust they are. You enjoy solving difficult intellectual problems and seek to understand the real truth behind any situation, even when it involves several complex factors.

# ESTP Personality Types

Each letter in the personality type code - E, S, T, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ESTPs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is ESTP then you are an action oriented problem solver. You enjoy getting things done, and taking action to solve practical problems. You are in your element when there is a crisis requiring urgent action, which you are able to resolve. If you have any particular skills (e.g.: sports, crafts or sales) then you enjoy applying those skills to reach a tangible goal (winning a game, making a sale, or building something tangible).

# ESFP Personality Types

Each letter in the personality type code - E, S, F, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ESFPs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is ESFP then you are an action-oriented people person. You seek to live life to the full, and enjoy applying your people-skills (and other practical skills) to achieve a tangible benefit for people. You have a strong sense of immediacy or urgency - realising what needs to be done now - and are probably often urging your colleagues to stop talking and get on with doing something.

# ENFP Personality Types

Each letter in the personality type code - E, N, F, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ENFPs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is ENFP then you are someone who senses the hidden potential in people. You enjoy starting discussion or activities that challenge and stimulate others into having new insights about themselves, which they can then take and apply to their own personal growth. You are enthusiastic about new projects or causes that offer the potential for a beneficial impact on people, especially when it involves breaking new ground.

# ENTP Personality Types

Each letter in the personality type code - E, N, T, and P - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ENTPs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Perception** (a flexible lifestyle) more than Judgement (an organised lifestyle)

If your closest personality type is ENTP then you are someone who challenges the status quo, seeking to uncover the hidden potential or new possibilities in different situations. You start projects and introduce change on an experimental basis, not knowing fully what is going to happen, but in the expectation that it will lead to an improvement. You enjoy the challenge of doing something that has not been done before and seems impossible.

# ESTJ Personality Types

Each letter in the personality type code - E, S, T, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ESTJs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is ESTJ then you want the world to be well run and well organised. You are keenly aware of the need for structure in a situation, such as the roles and responsibilities that people have. If there are no established processes or procedures, or in a situation of chaos, then you will introduce a logical organisation and structure into the way things are done. You are likely to be businesslike and professional in your manner.

# ESFJ Personality Types

Each letter in the personality type code - E, S, F, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ESFJs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **Sensing** (perceiving tangible facts) more than iNtuition (perceiving new possibilities)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is ESFJ then you seek to develop harmony in relationships, and promote cooperation and teamwork. You regard the needs of others as very important, perhaps more so than your own, and seek to recognise their contributions and make them feel valued. You encourage and motivate others, engender team spirit, and try to overcome any conflict by finding common ground and ways in which people can agree.

# ENFJ Personality Types

Each letter in the personality type code - E, N, F, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ENFJs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Feeling** (making decisions using subjective values) more than Thinking (making decisions using objective logic)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is ENFJ then you are someone who seeks to develop and promote personal growth in your friends, family or colleagues. You sometimes have a sense of their potential which may extend beyond how they see themselves. You also seek to develop the potential within relationships or the team. However, you don't push so hard that it creates conflict, because keeping the harmony in your relationships is also important.

# ENTJ Personality Types

Each letter in the personality type code - E, N, T, and J - describes a preference for a way of thinking or behaving. There are eight styles and you use all of them, but ENTJs prefer:

* **Extraversion** (interacting with people) more than Introversion (thinking things through)
* **iNtuition** (perceiving new possibilities) more than Sensing (perceiving tangible facts)
* **Thinking** (making decisions using objective logic) more than Feeling (making decisions using subjective values)
* **Judgement** (an organised lifestyle) more than Perception (a flexible lifestyle)

If your closest personality type is ENTJ then you are looking to develop a better structure and organisation in the way things are done. You tend to control life by organising systems and people to meet task oriented goals, but you also have one eye on the future and are looking for a process of continuous improvement. You like to work with competent people who, being in the right roles, have the appropriate skills both to do their job and implement the improvements you envisage.