

MUTUAL USEFULNESS OF THE OPPOSITES

INTUITIVE NEEDS

A SENSING TYPE:

To bring up
pertinent facts

To remember things that weren't
relevant at the time they
happened

To read over a contract
To check records, read proof,
score tests

To notice what ought to be
attended to

To inspect
To keep track of detail

To have patience

THINKER NEEDS

A FEELING TYPE:

To persuade

To conciliate

To forecast how others feel

To arouse enthusiasm

To teach

To sell

To advertise

To appreciate the
thinker himself

SENSING TYPE NEEDS

AN INTUITIVE:

To see the possibilities

To supply ingenuity
on problems

To deal with a complexity
having too many imponderables

To explain what another intuiti-
ve is talking about

To look far ahead

To furnish new ideas

To "spark" things
that seem impossible

FEELING TYPE NEEDS

A THINKER:

To analyze

To organize

To find the flaws
in advance

To reform what needs reforming

To weigh "the law and the
evidence"

To hold consistently
to a policy

To stand firm
against opposition