

TENDENCIES OF THE FOUR TYPES IN WORK SITUATIONS

FEELING TYPES

- Tend to be very aware of other people and their feelings.
- Enjoy pleasing people, even in unimportant things.
- Like harmony. Efficiency may be badly disturbed by office feuds.
- Often let decisions be influenced by their own or other people's personal likes and wishes.
- Need occasional praise.
- Dislike telling people unpleasant things.
- Relate well to most people.
- Tend to be sympathetic.

INTUITIVES

- Like solving new problems.
- Dislike doing the same thing over and over again.
- Enjoy more learning a new skill than using it.
- Work in bursts of energy powered by enthusiasm with slack periods in between.
- Frequently jump to conclusions.
- Are patient with complicated situations.
- Are impatient with routine details.
- Follow their inspirations, good or bad.
- Often tend to make errors of fact.
- Dislike taking time for precision.

THINKING TYPES

- Are relatively unemotional and uninterested in people's feelings.
- May hurt people's feelings without knowing it.
- Like analysis and putting things into logical order. Can get along without harmony.
- Tend to decide impersonally, sometimes ignoring people's wishes. Need to be treated fairly.
- Are able to reprimand people or fire them when necessary.
- Tend to relate well only to other thinking types.
- May seem hard-hearted.

SENSING TYPES

- Dislike new problems unless there are standard ways to solve them.
- Like an established routine.
- Enjoy using skills already learned more than learning new ones.
- Work more steadily, with realistic ideas of how long it will take.
- Most usually work all the way through to reach a conclusion.
- Are impatient when the details get complicated.
- Are patient with routine details.
- Rarely trust inspirations, and don't usually get inspired.
- Seldom make errors of fact.
- Tend to be good at precise work.