

NAME	LETTER	EXPLANATION	EXPLANATION	LETTER	NAME
Extrovert	E	Outgoing, gets energy from the outside world.	Introverted, gets energy from him/herself.	I	Introvert
Sensing	S	Observing, fact-based, uses the five senses directly.	Sees opportunities, relationships, interpreting the five senses.	N	Intuition
Thinking	T	Decisions based on logic and analysis.	Decisions based on personal values.	F	Feeling
Judging	J	Prefers a laid out and organized lifestyle.	Prefers a flexible and spontaneous lifestyle.	P	Perceiving

FIGURE 4.6
Myers-Briggs Type Indicator.