

| 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.