

## EFFECTS OF EACH PREFERENCE IN WORK SITUATIONS

<b>EXTRAVERTS</b>	<b>INTROVERTS</b>
Like variety and action	Like quiet for concentration
Tend to be faster, dislike complicated procedures	Tend to be careful with details, dislike sweeping statements
Are often good at greeting people	Have trouble remembering names and faces
Are often impatient with long slow jobs	Tend not to mind working on one project for a long time uninterrupted.
Are interested in the results of their job, in getting it done and in how other people do it.	Are interested in the idea behind their job
Often do not mind the interruption of answering the telephone	Dislike telephone intrusions and interruptions
Often act quickly, sometimes without thinking	Like to think a lot before they act, sometimes without acting
Like to have people around	Work contentedly alone
Usually communicate freely	Have some problems communicating
<b>THINKING TYPES</b>	<b>FEELING TYPES</b>
Do not show emotion readily and are often uncomfortable dealing with people's feelings	Tend to be very aware of other people and their feelings
May hurt people's feelings without knowing it	Enjoy pleasing people, even in unimportant things
Like analysis and putting things into logical order. Can get along without harmony	Like harmony. Efficiency may be badly disturbed by office feuds
Tend to decide impersonally, sometimes paying insufficient attention to people's wishes	Often let decisions be influenced by their own or other people's personal likes and wishes
Need to be treated fairly	Need occasional praise
Are able to reprimand people or fire them when necessary	Dislike telling people unpleasant things
Are more analytically oriented- respond more easily to people's thoughts	Are more people-oriented- respond more easily to people's values
Tend to be firm-minded	Tend to be sympathetic

<b>Sensing Types</b>	<b>Intuitive Types</b>
Dislike new problems unless there are standard ways to solve them.	Like solving new problems.
Like an established way of doing things.	Dislike doing the same thing repeatedly
Enjoy using skills already learned more than learning new ones.	Enjoy learning a new skill more than using it.
Work more steadily, with realistic idea of how long it will take.	Work in bursts of energy powered by enthusiasm, with slack periods in between
Usually reach a conclusion step by step.	Reach a conclusion quickly
Are patient with routine details.	Are impatient with routine details.
Are impatient when the details get complicated.	Are patient with complicated situations.
Are not often inspired, and rarely trust the inspiration when they are.	Follow their inspirations, good or bad.
Seldom make errors of fact.	Frequently make errors of fact.
Tend to be good at precise work.	Dislike taking time for precision.
<b>Judging Types</b>	<b>Perceptive types</b>
Work best when they can plan their work and follow the plan.	Adapt well to changing situations.
Like to get things settled and finished.	Do not mind leaving things open for alterations.
May decide things too quickly.	May have trouble making decisions.
Many dislike to interrupt the project they are on for a more urgent one.	May start too many projects and have difficulty in finishing them.
May not notice new things that need to be done.	May postpone unpleasant jobs.
Want only the essentials needed to begin their work.	Want to know all about a new job.
Tend to be satisfied once they reach a judgment on a thing, situation, or person	Tend to be curious and welcome new light on a thing, situation, or person.