

## EFFECTS OF PREFERENCE IN WORK SITUATIONS

EXTRAVERTS	INTROVERTS
?? 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.

SENSING TYPES	INTUITIVE TYPES
?? 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.

THINKING TYPES	FEELING TYPES
?? Do not show emotion readily and are often uncomfortable dealing with people's feeling.	?? 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 readily to people's thoughts.	?? Are more people-oriented—respond more easily to people's values.
?? Tend to be firm-minded.	?? Tend to be sympathetic.

JUDGING TYPES	PERCEPTIVE TYPES
?? 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.
?? May dislike interrupting 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.