People with ISTP preferences use their thinking to look for the principles underlying the sensory information that comes into awareness. As a result, they are logical, analytical, and objectively critical. They are not likely to be convinced by anything but reasoning based on solid facts.

While they like to organize facts and data, they prefer not to organize situations or people unless they must for the sake of their work. They can be intensely but quietly curious. Socially they may be rather shy except with their best friends. They sometimes become so absorbed with one of their interests that they can ignore or lose track of external circumstances. ISTPs are somewhat quiet and reserved, although they can be quite talkative on a subject where they can apply their great storehouse of information. In everyday activities they are adaptable, except when one of their ruling principles is violated, at which point they stop adapting. They are good with their hands, and like sports and the outdoors, or anything that provides a wealth of information for their senses.

If ISTPs have developed their powers of observing the world around them, they will have a firm grasp on the realities of any situation, and show a great capacity for the important and unique facts of a situation. They are interested in how and why things work and are likely to be good at applied science, mechanics, or engineering. ISTPs who do not have technical or mechanical interests often use their talents to bring order out of unorganized facts. This ability can find expression in law, economics, marketing, sales, securities, or statistics.

ISTPs *may* rely so much on the logical approach of thinking that they overlook what other people care about and what they themselves care about. They may decide that something is not important, just because it isn't logical to care about it. If ISTPs always let their thinking suppress their feeling values, their feeling may build up pressure and find expression in inappropriate ways. Although good at analyzing what is wrong, ISTPs sometimes find it hard to express appreciation. But if they try, they will find it helpful on the job as well as in personal relationships.

ISTP people are in some danger of putting off decisions or of failing to follow through. One of their outstanding traits is economy of effort. This trait is an asset if they judge accurately how much effort is needed; then they do what the situation requires without fuss or lost motion. If they cannot judge accurately, or if they just don't bother, then nothing of importance gets done.