Effects of Preferences in Work Situations

Extraversion
Like variety and action
Often impatient with long, slow jobs
Are interested in the activities of their work and in how other people do it
Often act quickly, sometimes without thinking
When working on a task, find phone calls a welcome diversion
Develop ideas by discussion Like having people around

Sensing
Like using experience and standard ways to solve problems
Enjoy applying what they have already learned
May distrust and ignore their inspirations
Seldom make errors of fact
Like to do things with a practical bent
Like to present the details of their work first
Prefer continuation of what is, with fine tuning
Usually proceed step-by-step

Thinking
Use logical analysis to reach conclusions
Can work without harmony
May hurt people's feelings without knowing it
Tend to decide impersonally, sometimes paying insufficient attention to people's wishes
Tend to be firm-minded and can give criticism when appropriate
Look at the principles involved in the situation
Feel rewarded when job is done well

Judging
Work best when they can plan their work and follow their plan
Like to get things settled and finished May not notice new things that need to be done
Tend to be satisfied once they reach a decision on a thing, situation, or person. Reach closure by deciding quickly
Seek structure and schedules
Use lists to prompt action on specific tasks

Introversion
Like quiet for concentration
Tend not to mind working on one project for a long time uninterruptedly
Are interested in the facts/ideas behind their work
Like to think a lot before they act, sometimes without acting
When concentrating on a task, find phone calls intrusive
Develop ideas by reflection
Like working alone

Intuition
Like solving new complex problems
Enjoy learning a new skill more than using it
May follow their inspirations, good or bad
May make errors of fact
Like to do things with an innovative bent
Like to present an overview of their work first
Prefer change, sometimes radical, to continuation of what is
Usually proceed in bursts of energy

Feeling
Use values to reach conclusions
Work best in harmony with others
Enjoy pleasing people, even in unimportant things. Often let decisions be influenced by their own and other people’s likes and dislikes
Tend to be sympathetic and dislike, even avoid, telling people unpleasant things
Look at the underlying values in the situation
Feel rewarded when people's needs are met

Perceiving
Enjoy flexibility in their work
Like to leave things open for last-minute changes May postpone unpleasant tasks that need to be done
Tend to be curious and welcome a new light on a thing, situation, or person
Postpone decisions while searching for options Adapt well to changing situations and feel restricted without change
Use lists to remind them of all the things they have to do someday

Adapted from Introduction to Type by Isabel Briggs Myers. Consulting Psychologists Press. Inc. 1987.