

“So We’re Different.....Now What?”

Myers-Briggs® Type Indicator
(MBTI®)

Today’s Objectives

- ◆ Better understand your own preferences
- ◆ Learn the preferences of others that are opposite from yours
- ◆ Learn ways to improve communication with all styles

The Four Pairs of Preference:

1. Interaction style: (E/I) Where We Get our Energy: Where do I get my energy and enthusiasm? Where do I most comfortably focus my attention?

Extraversion (E) _____ **Introversion** (I)

2. Information Processing: (S/N) How We Take in Information: How do I know what I know? What information do I pay attention to most easily? How do I receive information?

Sensing (S) _____ **Intuition** (N)

3. Decision Making: (T/F) How We Process Information and Make Decisions: How do I decide what I decide? What information is most valuable in drawing conclusions or making judgments? How do I process information, and on what do I base my decisions?

Thinking (T) _____ **Feeling** (F)

4. Lifestyle: (J/P) How We Choose to Live in the Outer World: How do I like to operate in the environment? How do I choose to live my life relative to what is happening around me?

Judging (J) _____ **Perceiving** (P)

Balancing your decisions: Use all 4: Sensing, Intuition, Thinking and Feeling

Closing Ideas: When Communicating with...

- | | | | |
|--------------|------------------------------|--------------|---------------------------------|
| ★ Extraverts | Be energetic and social | ★ Introverts | Slow down and get serious |
| ★ Sensors | Be specific and practical | ★ Intuitives | Be imaginative, focus on future |
| ★ Thinkers | Be reasonable, task oriented | ★ Feelers | Be sensitive and personal |
| ★ Judgers | Be punctual and plan ahead | ★ Perceivers | Be spontaneous and flexible |

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