What is Your Personality Type? The Myers-Briggs Type Indicator (MBTI) is an introspective self-report questionnaire with the purpose of indicating

Where Do We Get Out Energy?

The MBTI was constructed by Katharine Cook Briggs and her daughter Isabel Briggs Myers. It is based on the conceptual theory proposed by Swiss psychiatrist Carl Jung, who had speculated that humans experience the world using three principal psychological functions – energy, decisions, and information. Myers-Briggs added the fourth dichotomy of organisation later.

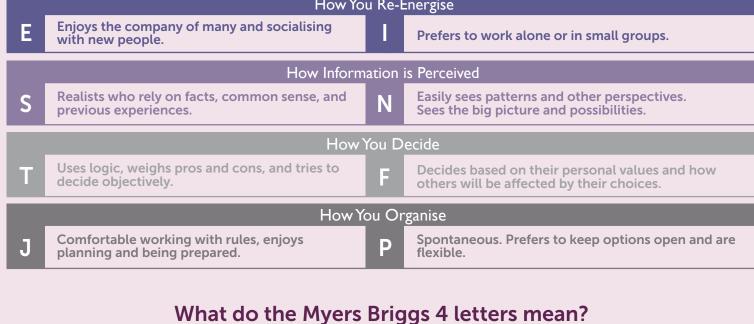
psychological preferences in how people perceive the world around them and make decisions.

What are the Four Dichotomies?

## Extraversion Introversion Sensing **Intuition**

How Do We Take in Information?

How Do We Make Decisions? How Do We Organise Our World? **Thinking** Feeling **J**udging **Perceiving** What Do the Four Dichotomies Mean? How You Re-Energise Enjoys the company of many and socialising Prefers to work alone or in small groups. with new people. How Information is Perceived



#### I.AREYOU OUTWARDLY OR INWARDLY FOCUSED? IF YOU: 3. HOW DO YOU PREFER TO MAKE DECISIONS? IF YOU: · Could be described as · Could be described as • Base your decisions on Make decisions using logic. · Value justice, fairness. personal values and how talkative, outgoing. reserved, private. • Like to be in a fast-paced • Prefer a calm pace with • Enjoy finding the flaws in an actions affect others. environment. time for contemplation. argument. • Value harmony, forgiveness. Could be described as • Sees the best in others. Tend to work out ideas • Tend to think things through reasonable, level-headed. • Could be described as warm, with others. inside your head. • Enjoy being the centre of • Would rather observe than empathetic. attention. be the centre of attention. Then you are likely to prefer T - Thinking E - Extraversion l - Introversion F - Feeling 2. HOW DO YOU PREFER TO TAKE IN INFORMATION? IF YOU: 4. HOW DO YOU PREFER TO LIVE YOUR OUTER LIFE? IF YOU: • Prefer to have matters Focus on the reality of how Imagine the possibilities of Prefer to have your options things are. how things could be. settled. • Notice the big picture, see • Think genuine rules and · See rules and deadlines as · Pay attention to the concrete facts and details.

### Then you are likely to prefer Then you are likely to prefer Then you are likely to prefer N - Intuition J - Judging

**MBTI Congitive Functions** 

deadlines should be respected.

INTROVERTED A.

Prefer to have detailed,

step-by-step instructions.

• Make plans, want to know

what you're getting into.

flexible.

· Like to improvise and make

surprises and new situations.

Then you are likely to prefer

P - Perceiving

**ESFP** 

**ENFP** 

'Champion'

Warm, enthusiastic,

imaginative,

well-spoken

**ESFI** 

'Provider'

Warm-hearted,

conscientious.

loves harmony,

loyal

**ENTP** 

'Inventor'

things up as you go.

Are spontaneous, enjoy

how everything connects.

Enjoy ideas and concepts

· Like to describe things in a

figurative, poetic way.

for their own sake.

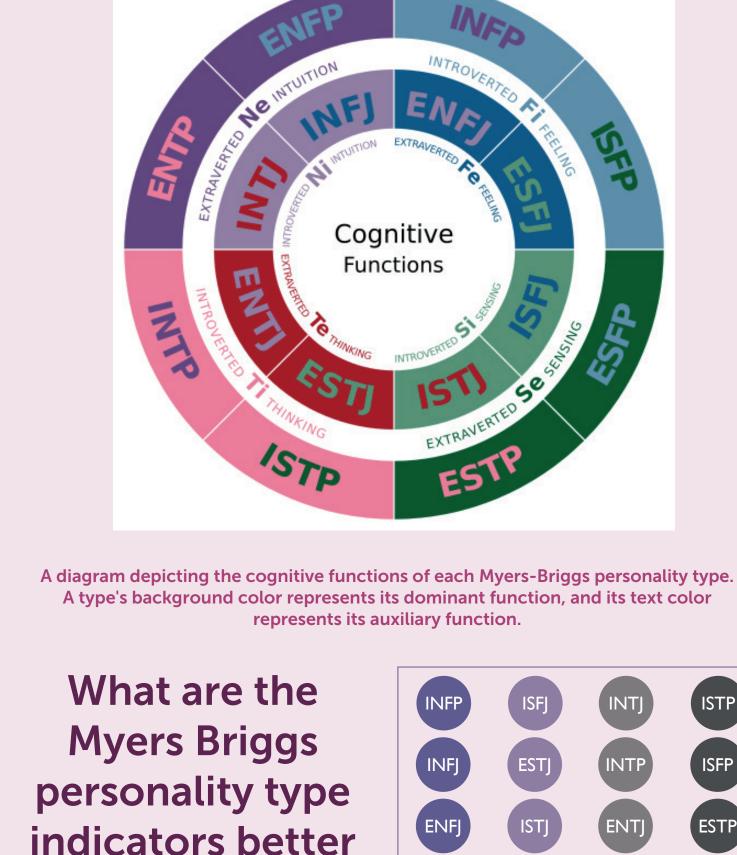
Prefer ideas that have

practical applications.

specific, literal way.

· Like to describe things in a

S - Sensing



**ENFP** 

What are the 16 personality types?

INF

'Counsellor'

Looks for meanings

and connections in

everything, curious,

insightful

**ESTI** 

'Supervisor'

Matter-of-fact,

decisive, great at

organising projects

and getting things

done

INTP

'Architect'

**ESF** 

ENF

'Teacher'

Empathetic, in touch

with the feelings of

others, responsive

to feedback, leader

IST

'Inspector'

Serious, practical,

decides logically,

organised

ENTI

'Fieldmarshall'

**ENTP** 

known as?

**INFP** 

'Healer'

friendly, quiet,

curious, loyal

**ISF** 

'Protector'

Responsible,

thorough, concerned

about the welfare of

others, prefers to

create harmonious

relationships

INTI

'Mastermind'

**INFP** 

Dreamer

Shakespeare

Never seem to lose their sense of

wonder. See their lives through

rose-coloured glasses. Job must be

fun, not raucous, and be meaningful

**ISF** 

Defender

Christopher

Walken

Rich inner world not obvious to

Strategist

Nikola

Tesla

Natural leaders, although usually

stay in the background until really

needed. Supreme strategists - always

scanning available ideas and concepts

**ISTP** 

• The Craftsman

1919

1921

1962

1968

1969

1975

1980

2007

2017

2018

**INFP** Healer

Loving and caring

Reacts emotionally

Blames themselves

ISF Protector

Good Listener

Eager to serve

Dislikes change

INT Mastermind

Handles conflict well

· Long-term planning

· Emotionally uncomfortable

Efficient

INFP Independent

A very imaginative, conceptual, and

creative learning style. Drawn to

independent learning or one-on-one

coaching environments. Need a lot of

time to think and process information

privately before speaking or "thinking

out loud". Dislike being put on the

spot and they also tend to feel stifled

in highly structured environments.

ISFJs, like ISTJs, like to learn through

experience, hands-on practice,

repetition, and memorisation. Thrive

in a highly-structured learning

environment where the expectations

are clear and the routine is consistent.

Benefit most from a highly conceptual,

and theoretical learning style. Enjoy a

structured yet open-minded learning

environment. Instead of being given

step-by-step instructions, Prefer to be

given an overview of what they will

learn. Then they like to process and

complete the tasks in their own way.

Independent learners.

Learn best through hands-on,

kinesthetic interaction and

straightforward, logical teaching.

Extremely independent learners and

enjoy a steep, challenging learning curve.

Prefer to have freedom and privacy to

study at their own pace. They like their

lessons to-the-point, direct, clear, and

filled with real-life examples.

Animator

• Librarian

• Fine artist

Social worker

Medical secretary

Making Business Matter

Trainers to the UK Grocery Industry

80% of our Learners are still using their new skill 5 months later - we guarantee it!

**MBM** 

• Bookkeeper

Author

ISFJ

Psychologist

ISTP Free

Conceptual

INT

**S**tructured

Great organisation

Neglect own needs

• Takes criticism personally

Reading other's feelings

• Extreme dislike of criticism

Loyal

GUARDIAN

Lennon

Middleton

Mark

Zuckerberg

FAMOUS VISIONARIES

FAMOUS PROTECTORS

FAMOUS INTELLECTUALS

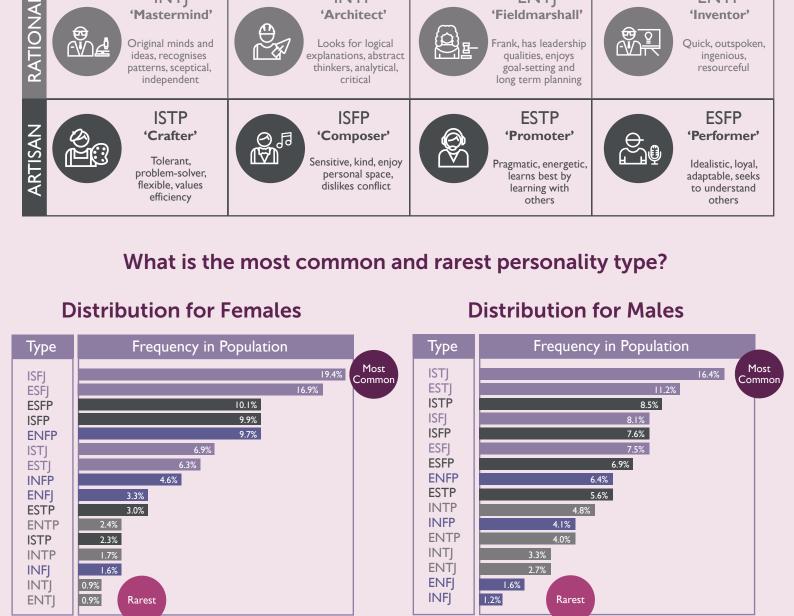
Depp

Mother

Arnold

Schwarzenegger

GUARDIAN



Read our Ultimate Guide to Myers-Briggs: https://www.makingbusinessmatter.co.uk/myers-briggs-ultimate-guide/

What are the Famous Personality Types for each profile?

This section shares famous personality types grouped as visionaries, protectors, intellectuals, and creators.

Day Lewis

**INF**J

Confidant

Gandhi

Gentle, caring, complex and highly

intuitive. Only one percent of the

population has this personality type,

making it the most rare

**EST** 

Overseer

Andrew

lackson

Live in a world of facts and concrete

Engineer

Fey

Live in a world of theoretical

possibilities. See how things could be

mproved. Live inside their own minds,

ability to analyse difficult problems

**ISFP** 

ISFP

'Can I take the

Personality Type test online?'

Download the cheat sheet

by visiting our Ultimate Guide.

Isabel Briggs Myers graduates from Swarthmore College.

of the MBTI instrument and the MBTI Manual

CPP, Inc. becomes The Myers-Briggs Company

INF Counsellor

Trouble with conflict

· Can be manipulative

EST| Supervisor

Loyal and committed

· Social and enthusiastic

• Like to always be right

**INTP** Architect

Expressing feelingsCan be blunt and insensitive

Good listener

Insightful

Easily bored

Born leader

Communication

Katharine Cook Briggs dies.

**MBTI** Complete launched

CPP, Inc. buys OPP Ltd

What is the history of MBTI?

Isabel self-publishes Introduction to Type. Educational Testing Services (ETS) publishes research version

Isabel's mother, Katharine Briggs, starts to research personality type theory

Carl Jung publishes Psychological Types: The Psychology of Individuation

Isabel Briggs Myers and clinical psychologist Mary McCaulley start Typology Lab

CPP, Inc. (formerly Consulting Psychologists Press) publishes the MBTI instrument.

What are the Strengths and Weaknesses of each MBTI profile?

The personality types are grouped by Idealists, Guardians, Rational, and Artisan, to share their strengths and weaknesses.

ENFI Teacher

Communication

Affectionate and loyal

Honours commitments

• Harbours hurt feelings

Tendency to manipulate

Tendency to smother

IST Inspector

Orderly and organised

• Handles criticism well

Good listener

Needs to be right

ENT Fieldmarshall

Learns by doing

Unknowingly insensitive

**Harmonious** 

Conceptual, and theoretical learners

who are always asking themselves

'how will this information help or

impact people?". Enjoy a collaborative,

harmonious learning environment and

are very good facilitators and mentors

to students who might be struggling in

class or feeling left out.

Learn best through experience,

hands-on practice, and repetition.

A highly structured learning

environment. Retain facts very well.

Clear objectives and expectations.

Instructions to be given in a sequence.

Competitive

**Structured** 

Easily bored

Not in tune with feelings

Too rigid

Isabel Briggs Myers dies. Peter and Katharine Myers become co-owners of the MBTI copyrights

The Artist

**Blanchett** 

Hillary

Einstein

The Ultimate Guide to

Myers Briggs

**ENFI** 

Mentor

Winfrey

People focused individuals. Live in

the world of people possibilities.

Excellent people skills, understand

and care, bring out the best in others

ISTI

Examiner

Bezos

Very loyal, faithful and dependable.

Chief

Charlize

Theron

Natural born leaders. Live in a world

of possibilities where all sorts of

challenges to be surmounted and

they want to surmount them

**ESTP** 

The Persuader

Natalie

Portman

Bill

Gates

Luther King

Connery

George

Clooney

**ENFP** 

Advocate

**Bullock** 

Warm, enthusiastic people, bright and

full of potential. Live in a world of

possibilities, can get very passionate

and excited about things

**ESF** 

Supporter

Penelope

Cruz

People persons - love people. They

**ENTP** 

Originator

Leonardo

di Vinci

Ideas people. Perceptive abilities to

see possibilities everywhere. Get

excited and enthusiastic about their

ideas and spread that to others

**ESFP** 

• The Entertainer

**ENFP** Champion

Fun and optimistic

• Trouble with conflict

Can be manipulative

ESF Provider

Focus on others needs

Honours commitments

• Takes blame for others

• Trouble with conflict

**ENTP** Inventor

Communication

· Generating ideas

Poor follow-up skills

ESFP Performer

Working with others

Uses common sense

· Long-term commitments

Takes things personally

· Does not take criticism well

**Brainstorm** 

Highly conceptual, imaginative, and

abstract learning style. Work well in a

collaborative, open-ended environment

where they are free to ask questions,

bring up related ideas, and brainstorm

with their teacher and fellow students.

Motivated when they can apply

theories and concepts to matters

of personal growth and service to

others.

Learn best through collaboration,

hands-on experience, memorisation,

and real-life application. Happiest in a

highly-structured environment where

harmony and collaboration are

encouraged and fostered. Observant

'shepherds" who look around to

make sure everyone in the class feels accepted.

ENTP Debators

Want to collaborate with other

students, do plenty of group exercises

and projects. Feel stifled in a highly

structured learning environment.

**ENFP** 

Recreational therapist

• Restaurateur

• Travel writer

· Preschool teacher

• Landscape architect

Elementary teacher

Childcare director

Nutritionist

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**Structured** 

Laid-back

Easily bored

Adaptable

Argumentative

Money management

• Dislikes change

Read others well

Communication

Easily bored

Guevara

lackman

Barack

Obama

Disney

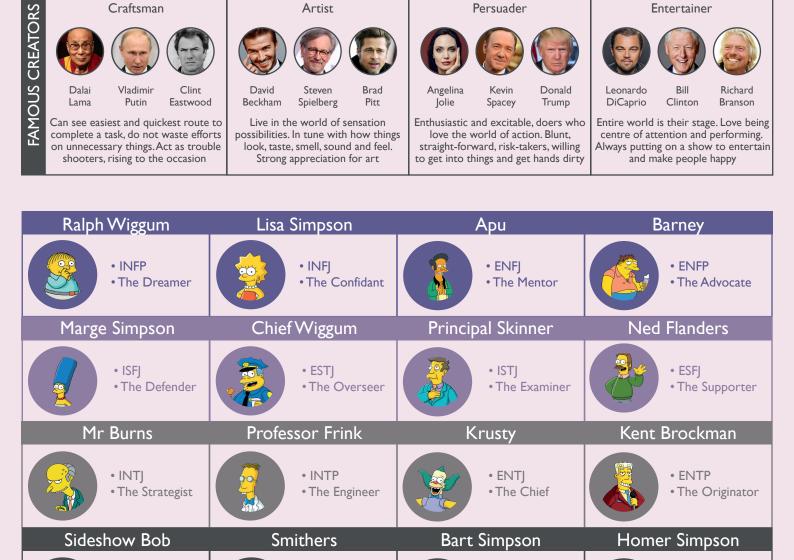
Tutu

Robert

Downey Jr

#### observers. Take in information about needs. Live in the present, with an Place great importance on honesty are interested in others. Use sensing people and situations personally and judging to gather specific, detailed eye on personal environment making and integrity. Good people who do right by their family and community important to them and store it away sure all runs smooth and systematic information about others INTI INTP **ENTI**

Abraham



#### RATIONAL Highly intelligent Laid-back · Excellent with money Honours commitments Not demanding Takes criticism well Independent Imaginative and creative · Goal setting Unwilling to take blame • Explosive Controlling and intimidating Distrusting of others Arrogant Appears angry Insensitive Critical of others ISTP Crafter **ESTP** Promoter ISFP Composer Self-reliant Loyal and committed Flexible and tolerant Laid-back and adaptable • Focus on the present

Good listener

Withdrawn

· Shys away from conflict

Is it possible to change MBTI type?

According to Myers-Briggs® theory, your personality type is inborn, and it doesn't change. However, the way you exhibit your type WILL change (and should) as you go through life. Why? As you age and mature you develop different facets of your personality type.

How do Myers Briggs Personality Types like to Learn (Their Learning Style)?

· Hard to get to know

**Conceptual** 

Prefer a highly conceptual, and

theoretical learning style. They enjoy

having a structure, but don't enjoy

being told exactly how to do

something. They prefer being given an overall goal. They are systems

thinkers and future-oriented planners

and are stimulated by complex

projects and challenges.

Learn best by experiencing, analysing,

and memorising. Thrive in a challenging,

highly-structured environment with a

consistent routine and clear

expectations. Visual demonstrations

as much as possible.

INTP Critical

A very critical, analytical, and

**Structured** 

EST

ENTJs learn best in a structured, A highly innovative, conceptual, and conceptual learning style. Prefer organised, and competitive learning abstract learning style. Look for independent study. Mainly interested environment. They have a strategic connections and relationships in learning subjects that will help between concepts. Prefer an focus when they learn and are always them problem solve, develop an keeping their eye on long-term goals open-ended, exploratory expertise, or understand implications and system improvements. Very environment where they can and consequences of actions. They skeptical of authority and have no be free to ask questions. Seem are apt to ask challenging problem calling out their teachers if debative in the classroom because thought-provoking questions they will often bring up arguments. they find flaws in their logic. of their teachers. ESFP Collaborative ISFP Harmonious ESTP Hands-on ISFPs learn best through exploration, Learn best through kinesthetic, Enjoy a hands-on, interactive, experimentation, and hands-on hands-on experience and clear, harmonious learning environment. learning. Having a harmonious learning logical instruction. They prefer to be Like ESTPs, they need regular breaks. environment with a supportive teacher in an open-ended environment where

they can get their hands-on things and

experiment with a group. Need regular

breaks to be active and physically

engage with the world around them.

Non-profit director

· Health educator

PR specialist

Accountant

· Office manager

Probation officer

Teacher

Minister

IST

ENTI

# What is the ideal job for each MBTI personality indicator? **INFP** INF **ENFI**

Writer

EST

School counsellor

• Interior designer

General manager

• Insurance agent

· Loan officer

• Paediatrician

Veterinarian

is extremely important to them. Learn

best by doing and by getting their hands

on things and seeing the real life

cause-and-effect of actions.

+ - = Cosmetologist • School Admin · Executive assistant Logistician Systems Admin Nursery teacher · Registered nurse INTP **ENTP** INT ENT Software developer Software engineer Executive Urban planner Technical writer Medical scientist • Engineer • Entrepreneur Judge Mathematician Attorney • Producer/director Surgeon Psychiatrist Architect • Real estate agent Microbiologist College professor Physician Reporter **ISTP ISFP ESFP** ESTP Carpenter Veterinary Tech Building contractor Recreation director Mechanic • Equipment repairer Police detective Customer service Computer engineer Surveyor Financial advisor • Receptionist Operations analyst · Home health aide · Sales manager Dental assistant · Police officer Jeweller Military officer • Bartender Interested in a training course to help your team to understand each other better: https://www.makingbusinessmatter.co.uk/training/myers-briggs/