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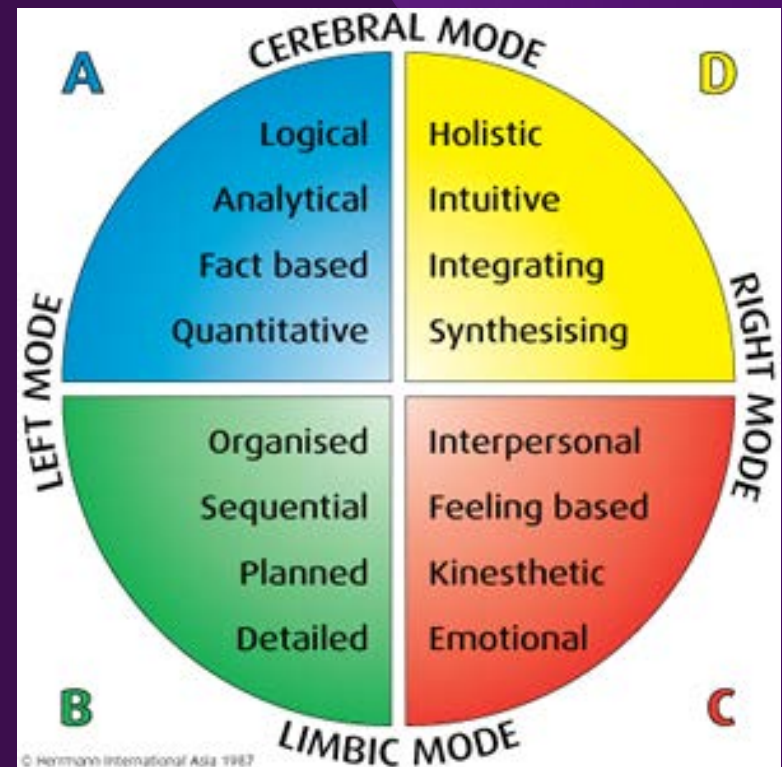
What is MBTI?

- Practical application of Jung's theories
- Deals with natural preferences
- Tool to identify our preferences within 4 sets of psychological opposites it looks at how we prefer:
 - to deal with outside world,
 - to trust information,
 - to make decisions
 - & structure our lives
- It is not about skills, ability or behaviour
- No personality type is better or worse



MBTI: Preferences

- Natural instinct to select one over another
- More comfortable / natural
- More developed
- Causes least stress
- People have different preferences but all are valuable & normal



E (Extroversion) & I (Introversion)

Extroversion	Introversion
Verbal	Reflective
Action	Quiet
Breadth	Depth
Experience	Understanding
People	Space
Outer	Inner
Expand	Consolidate
Do-think-Do	Think-do-Think

S (Sensing) & N (Intuition) Keywords

Sensing	Intuition
Practical	Possible
Facts	Patterns
Perspiration	Inspiration
Evidence	Ideas
Realistic	Imaginative
Present	Future
Idea Tester	Idea Generator
Senses	Gut
How? What?	Why?

T (thinking) & F (Feeling) Keywords

Thinking	Feeling
Objective	Subjective
Impersonal	Personal
Reason	Values
Logic	Individual
Consistent	Humanity
Criteria	Circumstances
Analysis	Sympathy
Head	Heart
Task	People

T (thinking) & F (Feeling) Differences

Thinking	Feeling
<ul style="list-style-type: none">● Decisions from logical analysis● Fair and Firm● Applies rules and policies consistently● Head can rule heart● Weighs up objective evidence● What others have done is of little interest	<ul style="list-style-type: none">● Decisions based on values● Trust and empathy● Applies values consistently● Values harmony and consensus● Heart can rule Head● Wants to like and be liked● What others have done matters

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J (Judging) and P (Perceiving)

Judging	Perceiving
Systematic	Open
Decisive	Tentative
Settled	Flexible
Goals	Surprise
Organised	Pending
Planned	Spontaneous
Scheduling	Adapting
Execute	Change

J (Judging)

- Like to make plans and follow them
- Prefer to get things settled and finished
- Prefer environments with structure
- Enjoy being decisive and organising others
- Handle deadlines and time limits well
- Don't like surprises - have a contingency
- Plan ahead to avoid last minute rushes

P (Perceiving)

- Adapt well to changing situations and like to respond resourcefully
- Prefer to leave things open and are flexible
- May not like making decisions, even when pressed - leave options open for more info.
- High tolerance for surprises - adjust to arising situations
- Feel energised by last-minute pressures