

## Definition of Terms for the Natural Personality Questionnaire

The four behavior and/or process opposite dichotomies first identified by Carl Jung and form the foundation for the Myers-Briggs Type Indicator (MBTI) and the Natural Personality Questionnaire available on this website.

- 1) **Extraversion / Introversion** – primary source of life energy (*outside or inside of self*)
- 2) **Sensing / Intuition** – the way in which you take in information (*facts or possibilities*)
- 3) **Thinking / Feeling** – how you make & express decisions and experience emotions
- 4) **Judging / Perceiving**- your approach to life (organized or open-ended)

### **Definitions:**

- 1) **Extraversion** – Draw energy from action. Tend to act first, then reflect and then act again. Energy level tends to drop when not engaged in an activity. Often define themselves in terms of externals. Are influenced by, and often gauge their worth by, the expectations and attention of others. Straightforward, understandable, accessible but may not recognize their own needs.
- 2) **Introversion**– Prefer to reflect before acting. Tend to consider their own viewpoint the arbiter of reality and define externals in terms of it. May defend themselves against the expectations and attention of others. Are reserved, complex and private. Are usually self-aware but may not realize their effect on others.

- 3) **Sensation** – Focus on objective facts and circumstances as perceived by the senses (seeing, feeling, hearing). Excellent powers of observation. Deal with how things are rather than on how they could be. Prefer clear, tangible data. Pragmatic, precise with emphasis on utility and literal interpretation. Need to grasp all the facts before attempting to understand. Have difficulty believing or relying on something without sensory evidence. Will rely of past experience when solving problems.
- 4) **Intuition** – An appreciation for the larger picture or underlying pattern, beyond the reach of the senses. Vivid powers of imagination. Focus more on how things could be rather than how they are. Are often fascinated with the unknown, hidden and unseen.
- 5) **Thinking** – The ability to make decisions impersonally, based on logic and analysis. Are interested in how things work. Have an ability to anticipate and plan for obstacles realistically. Decisions made based on how people might feel rather than on the facts of a situation make no sense to them.
- 6) **Feeling** – The ability to make decisions personally, based on shared values and relationships. A genuine interest in how people feel. Rely on consensus, morality, mercy and loyalty. Prioritize social obligation, empathy and responsibility to others. The ability to anticipate people’s needs and reactions. Can feel that those who make decisions based on the facts of a situation rather than on how people are going to feel about their decision to be ‘insensitive’, cold and even cruel.
- 7) **Judging** – Prefer matters to be decided. Plan and organize to minimize the chance of the unexpected happening. Do not like surprises. Are consistent, reliable and punctual.
- 8) **Perceiving** – Prefer to respond to life’s events rather than plan them. Can be very good in crises situations but struggle with medium and long term planning. Rely on creative problem solving and resist structure. Are curious and adaptable but may not follow through or stick to a plan very long. Can be reckless and impulsive. Often feel that they do not have enough information to make a decision and will often revise their decision based on new information. Are “it depends” people.

## **The Four Temperaments:**

Personality Theory usually focuses on individual differences in human behavior. Temperament Theory focuses on the underlying drives for meaning that gives individual personalities direction and purpose and postulates that humans have a natural selection process that places them in one of four core temperament types. Psychologist David Keirsey noticed that a two letter code exists within each of the MBTIs 16 four-letter code psychological types that identifies that types core temperament. The four two letter codes and a description of their temperament equivalent are:

1. **Intuitive-Feelers (NF)** – [16% of population\*\*] Strive for authenticity. Lives are governed by how people are feeling. It is vitally important for them that people are feeling good about themselves and getting along with each other. Unlike the other three temperaments they can feel guilt, blame and responsibility way out of proportion to reality if they hurt or upset someone which is one of the reasons that they consider how people are going to feel when making decision
2. **Intuitive-Thinkers (NT)** – [16%] Have a drive to understand how things work. Knowledge and competence are valued above all else. Whatever is said or done must make logical sense. Decisions are made based on the facts of a situation. The emotional sensitivity and reactivity of NFs, and Fs in general, makes no sense to them.
3. **Sensing – Judgers (SJ)** – [47%] Traditional. Want to fit in, to belong, and believe that to do so you must follow the rules (which they do) and they expect others to do the same. Ways and means for getting things done must be right and proper. Plan and organize life’s activities with little fanfare. Ruled by a sense of duty and responsibility.

4. **Sensing – Perceivers (SP)** - [21%] Spontaneous, want the freedom to respond as events unfold. Upbeat and opportunistic. Trust their ability to improvise when the unexpected occurs. Need variety and stimulation in their work and personal lives or will become bored and restless. Ignore problems as long as they can, trusting in their ability to “dodge the bullet”. Least likely of all types to seek counseling (21% of the normative population but only 8% of my clients over the last seven years) and, when they do, are the most likely to stop as soon as the crises are over.

\*\* The Distribution of Type In General Population, Allen Hammer and Wayne Mitchell

CPP, Inc. Study of normative sample of 1267 adults, Journal of Psychological Type, Volume 37, 1996; Briggs-Myers, Isabel, MBTI Manuel, 3<sup>rd</sup> Edition, 1998. *\*Research in this area is quite limited so these percentage figures must be considered to be rough estimates at this time.(Geyer,Peter, e-mail, 4-15-2008)*