



# Personality Type Indicator™

## Type Simplified

**Personality Profile Report**

**Sample Report**

**July 10, 2013**

## Welcome to the Personality Type Indicator™

Sample, the degree to which you understand yourself and your personality often has a direct effect on how you experience life and your interactions with others. The behavioral preferences associated with your personality shape who you are and how you tend to operate in your life. Developing a better understanding your own personality preferences and being able to identify the personality-driven behaviors in others is an important step in the process of increasing your self-awareness which can lead to greater satisfaction in life.

Your **Personality Type Indicator (PTI™) Report** is designed to help you better understand your behavioral preferences in four unique personality dimensions and the priorities associated with them. The report presents the four type preferences of your personality and provides insights about the meanings of your preferences in terms of how you tend to go about your life. The report also provides easy to understand insights about each preference and recommendations for identifying the preferences of others through their behaviors. Through understanding your own personality priorities and being able to identify the personality priorities in others, you can develop more effective strategies in relating to similar and different personalities as well as an appreciation for how preferences shape a broad range of views and perspectives in life.

## Type and Preferences

The PTI™ instrument is based on the work of Carl Jung which is commonly referred to as **Jungian Theory**. Jung believed that innate within each of us is a set of behaviors that are guided by our personality type preferences. Jung's work produced a set of three personality preference dimensions which are represented by psychological opposites. A fourth dimension of preferences was later added to his body of work. Today, we interpret the collective four (4) personality preference dimensions of psychological opposites as follows:

**Extroversion (E) – Introversion (I): How we prefer to direct our energy**

**Sensing (S) – Intuition (N): How we prefer to derive our information**

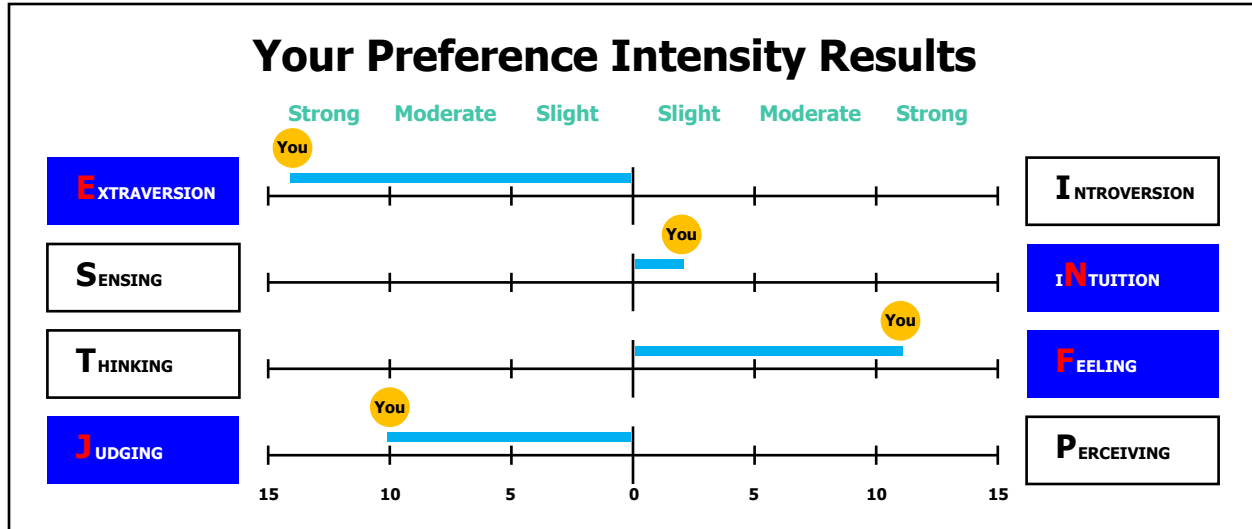
**Thinking (T) – Feeling (F): How we prefer to make decisions**

**Judging (J) – Perceiving (P): How we prefer to view the world**

While you may be able to operate with either preference on each of the four dimensions, you *prefer* one or the other on each dimension. The combination of these preferences across the four dimensions effectively determines your four (4) letter type. Your PTI™ report will present your four letter type and provide you with insights and recommendations for increasing your self-awareness and personal effectiveness. You will also notice that each of your preferences will fall into one of three categories (slight, moderate and strong) for intensity level. Separating each preference (e.g., E-I) is the mid-zone point. A 'slight' preference on either side of a mid-zone point typically indicates balance and the ability to be situationally adaptable between the two preferences. Moderate to strong expressions tend to favor one type versus the other on a given dichotomy.

## Your Personalized Report Summary

Sample, understanding your PTI™ results is essential in the process of increasing self-awareness. Your PTI™ results have been electronically scored and are reflected for you in the graph below:



Your PTI™ Type:

**ENFJ**

Your PTI™ Preference Intensities:

Extraversion: **Strong (14)**  
iNtuition: **Slight (2)**  
Feeling: **Strong (11)**  
Judging: **Moderate (10)**

Sample, because you have an **ENFJ** type preference, you are likely outgoing and you seek interactions with others. You enjoy being around people and you greatly value your family, professional and social relationships. Your energy and enthusiasm for life is often inspirational and motivating for others. You are likely a very quick study and you size up situations with ease. You often see the humor in things. You also formulate thoughts based on patterns, trends and bigger picture circumstances and you like to solve challenging problems using a variety of approaches and then select the best fit. Your best fit solutions are usually based on empathy and inner convictions which are derived from your core personal values and beliefs. You prefer to work in structured environments with processes and systems that you either implement or follow to achieve your objectives. You often recognize the inefficiencies of things around you and enjoy thinking of ways to make improvements. You may tire easily of routine processes and you prefer changing and evolving circumstances that maintain your interest. You are often seen by others as being outgoing, quick-minded, kind-hearted and structured in your approach to life and work.

## Priorities and Strengths for ENFJ

Sample, there are priorities and strengths associated with your preferences. Below is a list reflecting attributes that likely describe how you operate and how you may be seen by others:

- **Enjoys working with others and often leverages outgoing nature to lead or manage**
- **Energetic and innovative approach to problem solving**
- **Ease of communications with others in terms of options and possibilities**
- **Having an outlook that lends itself well to creating longer term strategies**
- **Decision making guided by personal values and care for others**
- **Organized, planned and methodical approach to work and life to achieve goals**

## Challenges and Potential Blind Spots for ENFJ

Sample, each set of preferences carries with it a potential set of challenges and blind spots to be aware of and consider further. Below is a list of such attributes for your type preferences for your personal reflection:

- **Sometimes seen as overbearing and dominating in discussions or interactions**
- **May not consider the practical details when formulating a view point**
- **Can alienate those more reserved by not recognizing the situation and adapting**
- **A decision making approach that may at times lack consideration for impartial logic**
- **May be too quick in ruling out possibilities and options at times that are viable**
- **An overly firm style that may not always adapt to changing circumstances as needed**

## General Recommendations for ENFJ

Sample, as part of your personal development, you likely want to know what you can do about potential challenges and blind spot areas. Consider and reflect on the list of recommendations below:

- **Not everyone around you is as outgoing as you. Consider that some expect time to step back and process information. Negotiate a reasonable timeline for interaction and progress to occur so both parties are accommodated.**
- **When evaluating information, ensure that concrete facts and detail are considered in addition to the larger picture attributes of a situation.**
- **When making decisions, consider the impersonal logic and practical detail side of the decision. Use logic and facts more often in your important decisions.**
- **Don't lose sight of the fact that while focusing on results and achievements in life is important, so too is the experience along the way. Find a balance between being planned enough to achieve your objectives, as well as to have enough flexibility to accommodate and enjoy changes that arise in the course of your life and work.**

## Quick Reference Guide: Identifying Preferences and Increasing Effectiveness with Each Type

<b>ESTJ</b>	ENFP	ENTJ	ESFP
ENFJ	ESTP	ESFJ	ENTP
ISTJ	INFP	INTJ	ISFP
INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for ESTJs

- Directs energy outward and seeks interactions with others
- Practical and realistic outlook, prefers 'concrete' information
- Makes decisions via logic supported by facts
- Planful and scheduled in approach to life

### Increasing Interaction Effectiveness with ESTJs

- Anticipate their need to interact and socialize
- Provide concrete examples and facts to support your position
- Expect decisions that are grounded in logic
- Understand that planned outcomes are usually preferred over the experience itself

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### Preferences and Common Behaviors for ENFPs

- Directs energy outward and seeks interactions with others
- Derives information through patterns, possibilities and options
- Makes decisions guided by personal values
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with ENFPs

- Anticipate their need to interact and socialize
- Discuss possibilities and options to support your position
- Expect decisions that demonstrate compassion and empathy
- Allow for flexibility in plans and schedules

ESTJ	ENFP	<b>ENTJ</b>	ESFP
ENFJ	ESTP	ESFJ	ENTP
ISTJ	INFP	INTJ	ISFP
INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for ENTJs

- Directs energy outward and seeks interactions with others
- Derives information through patterns, possibilities and options
- Makes decisions via logic and facts
- Planful and scheduled in approach to life

### Increasing Interaction Effectiveness with ENTJs

- Anticipate their need to interact and socialize
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### Preferences and Common Behaviors for ESFPs

- Directs energy outward and seeks interactions with others
- Practical and realistic outlook, prefers 'concrete' information
- Makes decisions guided by personal values
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with ESFPs

- Anticipate their need to interact and socialize
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ISTJ	INFP	INTJ	ISFP
INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for ESTPs

- Directs energy outward and seeks interactions with others
- Practical and realistic outlook, prefers 'concrete' information
- Makes decisions via logic supported by facts
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with ESTPs

- Anticipate their need to interact and socialize
- Provide concrete examples and facts to support your position
- Expect decisions that are grounded in logic
- Allow for flexibility in plans and schedules

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### Preferences and Common Behaviors for ESFJs

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### Preferences and Common Behaviors for ENTPs

- Directs energy outward and seeks interactions with others
- Derives information through patterns, possibilities and options
- Makes decisions via logic and facts
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with ENTPs

- Anticipate their need to interact and socialize
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### Preferences and Common Behaviors for ISTJs

- Directs focus inward as a means to energize and reflect
- Practical and realistic outlook
- Makes decisions via logic and facts
- Planful and scheduled in approach to life

### Increasing Interaction Effectiveness with ISTJs

- Allow them time to step back and process information
- Provide concrete examples to support your position
- Expect decisions that are grounded in logic
- Understand that planned outcomes are usually preferred over the experience itself

ESTJ	ENFP	ENTJ	ESFP
ENFJ	ESTP	ESFJ	ENTP
ISTJ	<b>INFP</b>	INTJ	ISFP
INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for INFPs

- Directs focus inward as a means to energize and reflect
- Derives information through patterns, possibilities and options
- Makes decisions guided by personal values
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with INFPs

- Allow them time to step back and process information
- Discuss possibilities and options to support your position
- Expect decisions that demonstrate compassion and empathy
- Allow for flexibility in plans and schedules

ESTJ	ENFP	ENTJ	ESFP
ENFJ	ESTP	ESFJ	ENTP
ISTJ	INFP	<b>INTJ</b>	ISFP
INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for INTJs

- Directs focus inward as a means to energize and reflect
- Derives information through patterns, possibilities and options
- Makes decisions via logic and facts
- Planful and scheduled in approach to life

### Increasing Interaction Effectiveness with INTJs

- Allow them time to step back and process information
- Discuss possibilities and options to support your position
- Expect decisions that are grounded in logic
- Understand that planned outcomes are usually preferred over the experience itself

ESTJ	ENFP	ENTJ	ESFP
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ISTJ	INFP	INTJ	<b>ISFP</b>
INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for ISFPs

- Directs focus inward as a means to energize and reflect
- Practical and realistic outlook, prefers 'concrete' information
- Makes decisions guided by personal values
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with ISFPs

- Allow them time to step back and process information
- Provide concrete examples and facts to support your position
- Expect decisions that demonstrate compassion and empathy
- Allow for flexibility in plans and schedules

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INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for INFJs

- Directs focus inward as a means to energize and reflect
- Derives information through patterns, possibilities and options
- Makes decisions guided by personal values
- Planful and scheduled in approach to life

### Increasing Interaction Effectiveness with INFJs

- Allow them time to step back and process information
- Discuss possibilities and options to support your position
- Expect decisions that are grounded in values and empathy
- Understand that planned outcomes are usually preferred over the experience itself

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### Preferences and Common Behaviors for ISTPs

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### Preferences and Common Behaviors for ISFJs

- Directs focus inward as a means to energize and reflect
- Practical and realistic outlook
- Makes decisions via personal values
- Planful and scheduled in approach to life

### Increasing Interaction Effectiveness with ISFJs

- Allow them time to step back and process information
- Provide concrete examples to support your position
- Expect decisions that are grounded in values and empathy
- Understand that planned outcomes are usually preferred over the experience itself

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INFJ	ISTP	ISFJ	INTP

### Preferences and Common Behaviors for INTPs

- Directs focus inward as a means to energize and reflect
- Derives information through patterns, possibilities and options
- Makes decisions via logic and facts
- Spontaneous and flexible in approach to life

### Increasing Interaction Effectiveness with INTPs

- Allow them time to step back and process information
- Discuss possibilities and options to support your position
- Expect decisions that are grounded in logic
- Allow for flexibility in plans and schedules