

Extraversion	Introversion
Gregarious - drawn to large number and variety of relationships.	Intimate - most comfortable in small groups and with one-on-one relationships.
Enthusiastic - being energetically with the "action" and at the center of things.	Quiet - present themselves modestly, drawn to the calm away from the center of action.
Initiator - social facilitator, assertively outgoing, build bridges among people.	Receptor - content to let others initiate social amenities - even to the point of being overlooked.
Expressive - easy to know, approachable, warm, readily show feelings.	Contained - well controlled, calm exterior, often difficult for others to "read."
Auditory - learn through listening, active dialogue, and involvement with others.	Visual - learn through observation, reflection, reading, and more solitary means.

Sensing	Intuition
Concrete - depend on verifiable, factual information and direct perceptions. literal, mistrust fuzzy information	Abstract - comfortable with and inferring meaning from ambiguous and non-literal information. Perceptive.
Realistic - value being practical, cost-effective, and exercising common sense.	Imaginative - enjoy being ingenious, clever and novel . . . for its own sake.
Pragmatic - highly values the usefulness or applications of an idea - more interesting than idea itself.	Intellectual - learning, acquiring knowledge, mental challenges are valued as an end in itself.
Experiential - heavily grounded by first hand, past experience. Reluctant to generalize beyond direct experience.	Theoretical - conceptual, automatically search for patterns in observed facts, comfortable with theories and inventing new ones. Resourceful.
Traditional - trust what is familiar, support established groups and methods, honors precedents.	Original - values initiative and enterprising, inventive, and novel solutions. Often mistrusts conventional wisdom.

Thinking	Feeling
Critical - comfortable making distinctions, categorizing, makes win/lose choices, being in adversarial situations.	Accepting - tolerant towards human failings, see positive side of others, instinctually seeks win/win resolutions of problems.
Tough Minded - results oriented, ends justify the means, stick on task. Firm	Tender Hearted - use gentle persuasion to influence, reluctant to force compliance..
Questioning - intellectually independent, resistant to influence, self confident.	Accommodating - seeks consensus, deferential, conflict avoiding, seeks harmony.
Logical - values and trusts detached objective, and logical analysis.	Affective - trusts emotions and feelings, values human considerations, in touch with feelings.
Reasonable - is clear-thinking, objective, reasoned, and logical in everyday decision-making.	Compassionate - makes decisions on overall impressions, patterns, and feelings (including emotional likes and dislikes).

Judging	Perceiving
Early Starter - focused. Structure activities to work on one thing at a time, allowing adequate time for proper completion.	Pressure Prompted - prefers variety and multi-tasking. Most effectively energized when working close to deadlines.
Systematic - prefers orderly, structured and programmed responses. Likes formal contingency planning.	Casual - comfortable making adjustments as situation requires. Prefers informal guidelines vs. structured rules. Adaptable.
Scheduled - creates and easily follows standardized and familiar routines.	Spontaneous - dislikes repeatedly following the same routines. Seeks variety and change.
Planning - likes to schedule future commitments far in advance, uses dates and deadlines to organize their energies.	Open-ended - strongly values preserving flexibility and freedom, dislikes being tied down by long range plans. Makes flexible plans.
Methodical - implements projects in a planned, organized, and step-by-step manner. Self programming.	Emergent - ad hoc planner. Moves quickly into action without detailed plans, plans on the go. Risk taking.