



Type Dimensions

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Introduction

This report is confidential and is produced on behalf of Sam Sample who completed the Type Dimensions Personality Questionnaire on 20/09/2020.

The questionnaire asks individuals to describe their typical behaviour and preferences in relation to Carl Jung's theory of Psychological Type. This report has summarised those responses and interpreted the output into Jung's framework.

Preferences

The Type Dimensions questionnaire assesses your **preferences** on four dimensions.

To get a better idea of a 'preference' please sign your name in the space below.

Now, sign your name with the opposite hand three times below.

Just like we are born left or right handed, Jung believed we are also born with personality preferences. So, using your non-preferred hand should have felt more difficult, required some deliberate effort and attention. Whereas, your preferred hand should have felt natural and took less effort. While you might be able to train yourself to use either hand to sign your name, the innate difference in confidence and output is often clear, with one feeling much more natural than the other. For this reason, we can say that you have a 'preference' for one hand over another.

In the same way, for each of the four dichotomies tested in the Type Dimensions questionnaire, you will prefer one side of the dimension over the other. You can use both sides in different situations and over time, learn to be better at your non-preferred side, but you will always have a natural inclination to your preferred side. When using this preferred side, you will likely feel more confident and engaged.

The Four Dimensions

The Type Dimensions questionnaire sorts you into one of two categories across four, distinct dimensions. Look at the following tables and see which side you fit on for each:

Extraversion vs. Introversion – E/I

Which description more closely describes how you prefer to **direct and receive energy**?

<p>You direct your energy outwards to the world around you, looking to start more things up and make new projects happen.</p> <ul style="list-style-type: none"> • Active, inclined to be involved in multiple projects at the same time • Quick to begin more projects but may be less good at sticking with them • Tries different approaches depending on the situation • More likely to act without thinking • Prefer interactions with lots of people • May quickly get bored <p style="text-align: center;">EXTRAVERSION</p>	<p>You direct your energy within to your inner thoughts, feelings, and reflections, assessing your reactions towards different stimuli.</p> <ul style="list-style-type: none"> • Thorough, inclined to be highly focused on one or a few things. • Slow to take on a new thing but will work to perfect their current task • Sticks to certain values or principles with which to do things • More likely to think without acting • Prefer one-on-one interactions • May quickly be overwhelmed <p style="text-align: center;">INTROVERSION</p>
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Sensing vs. iNtuition – S/N

Which description more closely describes how you prefer to **process information**?

<p>You find it easier to process real, concrete information, drawing upon immediate and past experiences.</p> <ul style="list-style-type: none"> • Seeks practical and realistic approaches to problem-solving • Alert and aware of what is going on around them in the present • Has a good eye for detail and aesthetic appearance • Prefers subjects where they can see how it is going to be applied • Grounded with common sense • Understanding things by interacting with them directly <p style="text-align: center;">SENSING</p>	<p>You find it easier to process imagined, abstract information, drawing upon mental imagery and speculation.</p> <ul style="list-style-type: none"> • Tries to think outside the box or apply a new idea to problem-solving • Imaginative and able to see how things are likely to turn out in the future • Can read between the lines and infer subtle connections • Prefers subjects that are more theoretical and unusual • Visionary and full of new ideas • Understand things by imagining them and considering what they mean <p style="text-align: center;">INTUITION</p>
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Thinking vs. Feeling – T/F

Which description more closely describes how you prefer to **make decisions & communicate emotions**?

<p>You tend to make decisions in a detached manner, drawing from facts and logical principles to reach the correct conclusion.</p> <ul style="list-style-type: none"> • Good at working things out with a clear right/wrong answer • Understands systems and accumulating factual information • Tends to make a decision that leads to the best result according to a metric • More likely to be swayed by evidence than emotional appeals • Focuses on solving the problem • Attracted to the sciences <p style="text-align: center;">THINKING</p>	<p>You tend to make decisions in a compassionate manner, drawing from your emotions and empathy for others to do what feels right.</p> <ul style="list-style-type: none"> • Good at interpreting how people might feel and navigating social issues • Understands people and engaging in intimate social interaction • Tends to follow one’s heart or do what makes others feel happy • More likely to be swayed by emotional appeals than evidence • Focuses on preserving relationships • Attracted to the arts and humanities <p style="text-align: center;">FEELING</p>
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Judging vs. Perceiving – J/P

Which description more closely describes how you prefer to **approach life/work & achieve outcomes**?

<p>You tend towards a lifestyle that is more controlled and organised according to what you think you ought to do.</p> <ul style="list-style-type: none"> • Motivated by how things should or ought to be • More disciplined and conscientious, trying to do the right thing • Prefers a reason for doing things • More inclined to make commitments • Likes to make plans and avoid changing those plans • Often leads a more routine lifestyle <p style="text-align: center;">JUDGING</p>	<p>You tend towards a lifestyle that is looser and more unstructured, according to what you want or desire.</p> <ul style="list-style-type: none"> • Motivated by desires and what one wants to do • More carefree and easy going, following one’s whims • Prefers to be spontaneous • More inclined to keep options open • Likes to take things by ear and change any plans that they have • Often leads a more erratic lifestyle <p style="text-align: center;">PERCEIVING</p>
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The Sixteen Types

The four dimensions combine together to form one of sixteen different **types**.

Which of these types sound the most like you?

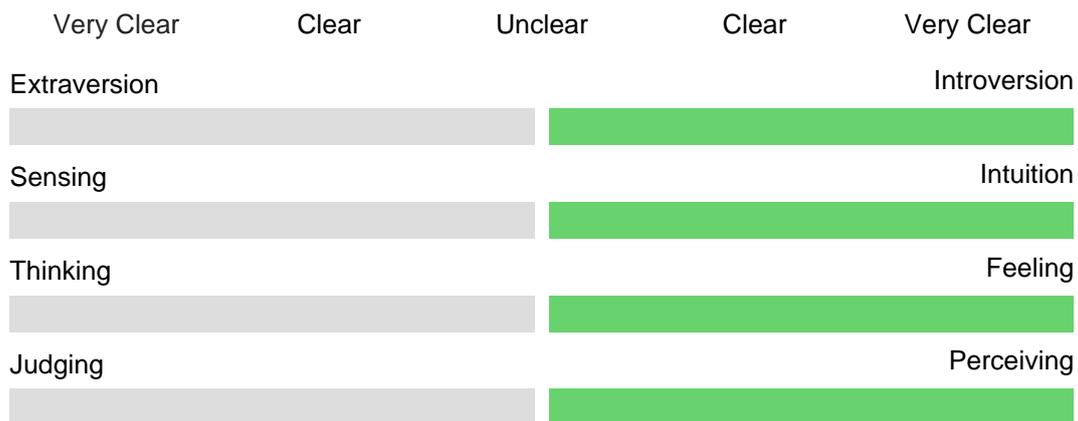
<p>ISTJs are grounded, sensible and self-sufficient, with a tendency to conserve their energy in the day to day without unnecessary waste. They balance a practical sense of convenience with a meticulous, logical mind. Possessing a sensitivity beneath their rough exterior, they remain sincere with other people and can be very loyal to their closest friends.</p>	<p>ISFJs are drawn to pleasant, comfortable surroundings and try to refine the physical environment until everything feels 'just right'. They balance warm, cheerful emotional expression with a desire for closeness and harmony in interpersonal relationships. Preferring a methodical, straightforward approach, they preserve order and stability in their working processes.</p>	<p>INFJs are reflective and imaginative, holding a near mystical sense of meaning or significance that gives purpose to everyday existence. They balance a charming, romanticised expression with a tendency to ingratiate and form close bonds with the people important to them. Desiring an understanding of 'the truth', they may be intellectual and put together their own philosophy.</p>	<p>INTJs are sceptical and far-sighted, able to see the long-term outcomes of decisions and unlikely to accept things at face value. They balance a pragmatic mind full of factual knowledge with a critical rigour, allowing them to pick apart bad ideas. Taking their relationships very seriously, they are cautious about who they trust and trying to form close bonds with a select few.</p>
<p>ISTPs are firm and resolute in logical clarity, with priorities that reduce ambiguity in one's understanding of how things are. They balance an impervious will to defend one's principles with an eye for detail and sharp precision. Appreciating a sense of significance behind one's actions, they think ahead to plan with a long-term perspective.</p>	<p>ISFPs possess a sharp awareness of others' motivations and character, knowing quickly how they feel towards each person to create intimacy or distance. They balance a tenacious nerve for acting out one's convictions with a down-to-earth quality and detailed familiarity with those close to them. Somewhat cautious, they think carefully about their actions.</p>	<p>INFPs are sincere and trusting, with an awareness and desire to understand the inner motivations of other people. They balance a motivation to explore the potential of others in good faith with a deep insight into how relationships will eventually turn out. Liking calm, peaceful surroundings, they try to foster harmony with the people they feel intimately close to.</p>	<p>INTPs are analytical and focused on abstract, logically consistent explanations of complex subjects. They balance a curiosity at the multiple ways of looking at an issue with a deep insight into far-reaching implications of their thoughts. Desiring theoretical precision and elegance, they prefer to inhabit calm, conflict-free surroundings.</p>
<p>ESTPs possess a powerful, dominant will that allows them to act decisively and impactfully in the immediate moment. They balance a straightforward, clear understanding of how things are with an ability to rapidly take in new facts and apply them practically. Inclined to put on a show, they stand out from others and impress people with their strong personality.</p>	<p>ESFPs are impulsive and dynamic, with a tireless will and determination to overcome any obstacle. They balance a fierce loyalty and desire to protect their friends with an easy-going charm that allows them to win over strangers to their side. Practical in their desire to try whatever works, they improve themselves to better achieve their goals.</p>	<p>ENFPs are open-minded and curious about others, wanting to explore the multiple perspectives people have to offer. They balance the ability to form close friendships with a generally easy-going, likeable nature that allows them to make friends with a broad variety of different people. Wanting to continuously learn and develop, they become more capable at different skills.</p>	<p>ENTPs are fascinated by all sorts of new ideas and try to explore the many subjects that take their interest. They balance abstract, theoretical understanding with innovative, 'out of the box' problem-solving. Full of enthusiasm for novel discoveries, they like to get other people interested in things they had never considered before.</p>
<p>ESTJs are practical and utilitarian, with a capable handling of factual data to make things work as efficiently as possible. They balance a down-to-earth tendency to do a good job and conserve resources with a tireless energy for getting things done. Remaining open to new possibilities, they like to experiment with new ways of making processes work better.</p>	<p>ESFJs are expressive with joyful, positive emotions and inclined to lead social occasions, wanting to 'brighten up' the day of other people. They balance a down-to-earth, nurturing temperament with a strong presence and tireless energy to contribute in the here and now. Interested in new points of view, they try to create environments where everyone is included.</p>	<p>ENFJs are passionate with a vivacious, authentic emotionality and are inclined to communicate important messages that inspire other people. They balance an intuitive sense of what is meaningful or profound with an eclectic openness to a variety of influences. With an intensity of spirit, they desire to bring about change and take on positions of greater influence.</p>	<p>ENTJs are entrepreneurial and pragmatic, able to take in large amounts of factual information and devise a prudent way of applying it for the most beneficial outcomes. They balance a far-sighted awareness of long-term consequences with a broad scope of interests from which to source useful data. With a restless desire to achieve, they overcome obstacles with their initiative.</p>

Summary Profile

Your responses on the Type Development questionnaire indicate you are INFP. A short description of the 4 Dichotomies are presented below.

THE WAY YOU DIRECT AND RECEIVE ENERGY			
<p>Extraversion People with a preference for Extraversion tend to like group activities and get energized by social interaction. They can be enthusiastic, high energy and easily excited.</p>	e	i	<p>Introversion People with a preference for Introversion tend to enjoy independent activities and time to think. They value close relationships and present as thoughtful.</p>
THE WAY YOU PROCESS INFORMATION			
<p>Sensing People with a preference for Sensing tend to be observant and practical and down-to-earth. They live in the moment and focus on what is happening or has already happened.</p>	s	n	<p>Intuition People with a preference for Intuition tend to be imaginative, open-minded and curious. They enjoy novelty over stability and focus on hidden meanings and future possibilities.</p>
THE WAY YOU MAKE DECISIONS & COMMUNICATE EMOTIONS			
<p>Thinking People with a preference for Thinking tend to be objective and logical. They are competitive and value efficiency, so look for quick ways to get things done.</p>	t	f	<p>Feeling People with a preference for Feeling tend to be empathic and led by their values. They promote harmony and cooperation.</p>
THE WAY YOU APPROACH LIFE/WORK & ACHIEVE OUTCOMES			
<p>Judging People with a preference for Judging tend to be decisive and organised. They value clarity, predictability and closure, preferring structure and planning.</p>	j	p	<p>Perceiving People with a preference for Perceiving tend to keep their options open and put off making decisions until needed. They are flexible and often to do their best work under pressure.</p>

The preference scores at the bottom of the page indicates how clearly you have selected one preference over its opposite. A long bar indicates consistent responses for a preference, and therefore greater clarity.



Relating to others

INFPs are highly relationship-oriented and work best one to one with people they can get to know closely and intimately, preferring to communicate their inner sentiments transparently, and perhaps sometimes naively. They prefer to explore different perspectives of those they know, so that they can understand their motivations more clearly, and are inclined to give people the benefit of the doubt to better maintain and harmonise their existing relationships.

- Work closely with others through personal relationships
- Sincerely communicate their inner sentiments to others
- Seek to better understand and connect intimately with certain people
- Give the benefit of the doubt to better maintain their relations with others

Building understanding

INFPs want to develop a greater knowledge of how the world works, but can struggle to pick out and apply the most relevant facts, causing them to manage through close relationships with experts and remaining open to different perspectives. They can be highly insightful about future developments, getting a feeling for how something will turn out, while instinctively also doubting this and considering alternative possibilities, which can mean that they spend a long time deciding without acting.

- Build close relationships with people who can provide factual expertise
- Can be highly insightful about how things will develop over time
- May be caught up in analysis paralysis, not feeling confident enough to act

Achieving outcomes

INFPs are not naturally equipped to handle day to day, practical tasks, but possess a personal growth and improvement mindset, working hard and doing their best in order to not let others down, despite often doubting their own competence, which can lead to them being entrusted with larger projects and responsibilities. They are ill suited to high pressure situations, requiring their environments to be more peaceful, and they may avoid situations that require confrontations with others.

- Although naturally impractical, can work hard at becoming more capable in daily tasks
- May doubt competence in taking on larger projects, but will try to rise to occasion
- Needs to feel calm and safe in their surroundings, avoiding high pressure situations

Motivation & Values

INFPs are primarily motivated by their personal attitudes, what feels good or bad to them, as well as the formation of close relationships with others with a genuine desire to understand other people's perspectives. For these reasons, they tend to be very polite and honest with other people, perhaps to the point of revealing too much, while working diligently to ensure they avoid negative outcomes to the business, despite being more flexible around rules.

- Highly driven by their sense of personal integrity and relations of trust with others
- Almost always polite, sincere, and respectful on the one-to-one
- Often highly diligent, carefully checking that their actions do not lead to bad outcomes
- Normally accepting of rules but may bend rules if they do not hurt anyone