

Exercise Ei-1 Personality Profiles:

A number of sites offer free DISC, Jung (Myers Briggs), Big Five Personality tests.

Prior to completing this section, you may wish to complete one of these tests, alternatively your company may have a preferred provider or, you may already have completed some of these profiles.

The objective of this training is not to provide you with an in depth analysis of your Personality, rather how to use personality profiling information once you have it.

*Jung / Myers Briggs*

- If you have previously complete Myers Briggs – refer to the profile provided
- If you have not previously completed Myers Briggs, you may choose to do so to get a profile based on the Myers Briggs assessment questionnaire,
- Alternatively, please complete the “Quick Myers-Briggs assessment on the next page. *This doesn’t replace doing a full assessment. It is a useful guide to Myers Briggs and fulfils the purpose of this training, which is for leaders to recognise and understand different personality types, and adapt how they communicate accordingly.*

<b>What was your profile?</b>		
<i>Read the detailed description. How closely does it align to your view?</i>		
	<b>List the similarities</b>	<b>What are the differences?</b>
E- Extroversion Vs I-Introversion		
S- Sensing Vs N-Intuition		
T-Thinking Vs F-Feeling		
J-Judging Vs P-Perceiving		

# What's Your Personality Type?

Use the questions on the outside of the chart to determine the four letters of your Myers-Briggs type. For each pair of letters, choose the side that seems most natural to you, even if you don't agree with every description.

## 1. Are you outwardly or inwardly focused? If you:

- Could be described as talkative, outgoing
- Like to be in a fast-paced environment
- Tend to work out ideas with others, think out loud
- Enjoy being the center of attention

then you prefer

**E**  
Extraversion

- Could be described as reserved, private
- Prefer a slower pace with time for contemplation
- Tend to think things through inside your head
- Would rather observe than be the center of attention

then you prefer

**I**  
Introversion

## 2. How do you prefer to take in information? If you:

- Focus on the reality of how things are
- Pay attention to concrete facts and details
- Prefer ideas that have practical applications
- Like to describe things in a specific, literal way

then you prefer

**S**  
Sensing

- Imagine the possibilities of how things could be
- Notice the big picture, see how everything connects
- Enjoy ideas and concepts for their own sake
- Like to describe things in a figurative, poetic way

then you prefer

**N**  
Intuition

**ISTJ**

Responsible, sincere, analytical, reserved, realistic, systematic. Hardworking and trustworthy with sound practical judgment.

**ISFJ**

Warm, considerate, gentle, responsible, pragmatic, thorough. Devoted caretakers who enjoy being helpful to others.

**INFJ**

Idealistic, organized, insightful, dependable, compassionate, gentle. Seek harmony and cooperation, enjoy intellectual stimulation.

**INTJ**

Innovative, independent, strategic, logical, reserved, insightful. Driven by their own original ideas to achieve improvements.

**ISTP**

Action-oriented, logical, analytical, spontaneous, reserved, independent. Enjoy adventure, skilled at understanding how mechanical things work.

**ISFP**

Gentle, sensitive, nurturing, helpful, flexible, realistic. Seek to create a personal environment that is both beautiful and practical.

**INFP**

Sensitive, creative, idealistic, perceptive, caring, loyal. Value inner harmony and personal growth, focus on dreams and possibilities.

**INTP**

Intellectual, logical, precise, reserved, flexible, imaginative. Original thinkers who enjoy speculation and creative problem solving.

**ESTP**

Outgoing, realistic, action-oriented, curious, versatile, spontaneous. Pragmatic problem solvers and skillful negotiators.

**ESFP**

Playful, enthusiastic, friendly, spontaneous, tactful, flexible. Have strong common sense, enjoy helping people in tangible ways.

**ENFP**

Enthusiastic, creative, spontaneous, optimistic, supportive, playful. Value inspiration, enjoy starting new projects, see potential in others.

**ENTP**

Inventive, enthusiastic, strategic, enterprising, inquisitive, versatile. Enjoy new ideas and challenges, value inspiration.

**ESTJ**

Efficient, outgoing, analytical, systematic, dependable, realistic. Like to run the show and get things done in an orderly fashion.

**ESFJ**

Friendly, outgoing, reliable, conscientious, organized, practical. Seek to be helpful and please others, enjoy being active and productive.

**ENFJ**

Caring, enthusiastic, idealistic, organized, diplomatic, responsible. Skilled communicators who value connection with people.

**ENTJ**

Strategic, logical, efficient, outgoing, ambitious, independent. Effective organizers of people and long-range planners.

## 3. How do you prefer to make decisions? If you:

- Make decisions in an impersonal way, using logical reasoning
- Value justice, fairness
- Enjoy finding the flaws in an argument
- Could be described as reasonable, level-headed

then you prefer

**T**  
Thinking

- Base your decisions on personal values and how your actions affect others
- Value harmony, forgiveness
- Like to please others and point out the best in people
- Could be described as warm, empathetic

then you prefer

**F**  
Feeling

## 4. How do you prefer to live your outer life? If you:

- Prefer to have matters settled
- Think rules and deadlines should be respected
- Prefer to have detailed, step-by-step instructions
- Make plans, want to know what you're getting into

then you prefer

**J**  
Judging

- Prefer to leave your options open
- See rules and deadlines as flexible
- Like to improvise and make things up as you go
- Are spontaneous, enjoy surprises and new situations

then you prefer

**P**  
Perceiving

Think about the above personalities – how might you best work with each of these personality types so that the way you communicate, the questions you ask, the environment you create and the way you interpret what they say and do?

<p><b>E = Outward Focus / Thinking Style</b></p> <ul style="list-style-type: none"> <li>• Could be described as talkative, outgoing</li> <li>• Like to be in a fast-paced environment</li> <li>• Tend to work out ideas with others, think out loud</li> <li>• Enjoy being the center of attention</li> </ul>		<p><b>I = Inward Focus / Thinking Style</b></p> <ul style="list-style-type: none"> <li>• Could be described as reserved, private</li> <li>• Prefer a slower pace with time for contemplation</li> <li>• Tend to think things through inside your head</li> <li>• Would rather observe than be the center of attention</li> </ul>	
<p><b>S = Takes in information by Sensing</b></p> <ul style="list-style-type: none"> <li>• Focus on the reality of how things are</li> <li>• Pay attention to concrete facts and details</li> <li>• Prefer ideas that have practical applications</li> <li>• Like to describe things in a specific, literal way</li> </ul>		<p><b>N = Take in information using Intuition</b></p> <ul style="list-style-type: none"> <li>• Imagine the possibilities of how things could be</li> <li>• Notice the big picture, see how everything connects</li> <li>• Enjoy ideas and concepts for their own sake</li> <li>• Like to describe things in a figurative, poetic way</li> </ul>	
<p><b>T = Makes decisions by Thinking</b></p> <ul style="list-style-type: none"> <li>• Make decisions in an impersonal way, using logical reasoning</li> <li>• Value justice, fairness</li> <li>• Enjoy finding the flaws in an argument</li> <li>• Could be described as reasonable, level-headed</li> </ul>		<p><b>F = Makes decisions by Feeling</b></p> <ul style="list-style-type: none"> <li>• Base your decisions on personal values and how your actions affect others</li> <li>• Value harmony, forgiveness</li> <li>• Like to please others and point out the best in people</li> <li>• Could be described as warm, empathetic</li> </ul>	
<p><b>J = Judging</b></p> <ul style="list-style-type: none"> <li>• Prefer to have matters settled</li> <li>• Think rules and deadlines should be respected</li> <li>• Prefer to have detailed, step-by-step instructions</li> <li>• Make plans, want to know what you're getting into</li> </ul>		<p><b>P = Perceiving</b></p> <ul style="list-style-type: none"> <li>• Prefer to leave your options open</li> <li>• See rules and deadlines as flexible</li> <li>• Like to improvise and make things up as you go</li> <li>• Are spontaneous, enjoy surprises and new situations</li> </ul>	

Now, think about the people you work with, what might their profile be? How can you adapt your approach to match their style and have more productive interactions?