

The MBTI® model

The MBTI assessment reports your natural preferences on four pairs of opposites.

EXTRAVERSION  OR  INTROVERSION

Opposite ways to **direct and receive energy**

Gets energy from the outer world of people and experiences. Focuses energy and attention outwards in action.

Gets energy from the inner world of reflections and thoughts. Focuses energy and attention inwards in reflection.

SENSING  OR  INTUITION

Opposite ways to **take in information**

Prefers real information coming from the five senses. Focuses on what is real.

Prefers information coming from associations. Focuses on possibilities and what might be.

THINKING  OR  FEELING

Opposite ways to **decide and come to conclusions**

Steps out of situations to analyse them dispassionately. Prefers to make decisions on the basis of objective logic.

Steps into situations to weigh human values and motives. Prefers to make decisions on the basis of values.

JUDGING  OR  PERCEIVING

Opposite ways to **approach the outside world**

Prefers to live life in a planned and organized manner. Enjoys coming to closure and making a decision.

Prefers to live life in a spontaneous and adaptable way. Enjoys keeping options open.
