



Profile for the Myers-Briggs Type Indicator®

GEORGE KAUFMAN

JUNE 28, 1999 / REPORTED TYPE: INTJ

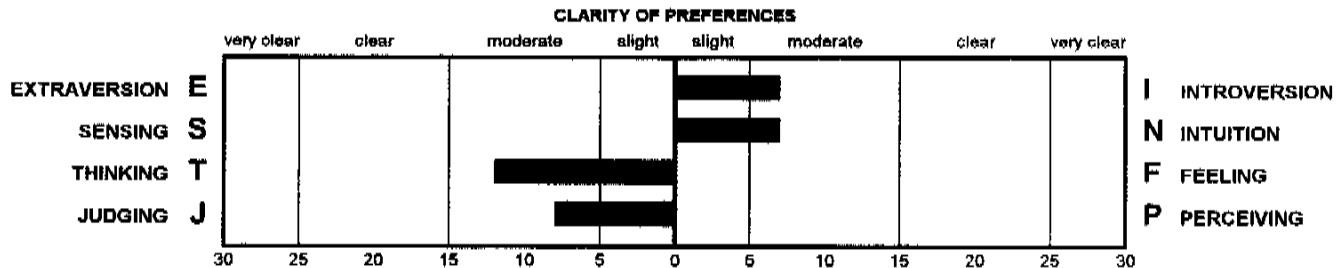
This report is designed to help you understand your results on the *Myers-Briggs Type Indicator*®. The MBTI® describes sixteen different personality types. The questions on the Indicator help you learn about your preferences in four separate categories, each comprising two opposite poles. The four categories describe where you like to focus your attention, Extraversion (E) or Introversion (I); the way you gather information, Sensing (S) or Intuition (N); the way you make decisions, Thinking (T) or Feeling (F); and how you orient yourself toward the outer world, Judging (J) or Perceiving (P).

Your type consists of four letters that represent your four preferences. Your answers to the MBTI questions indicate that you reported preferences for INTJ. This is also described as Inverted Intuition with Thinking.

The bars on the graph below illustrate your MBTI preference clarity indexes (pci). The length of each bar shows how consistently you chose one pole of a preference over its opposite. A longer bar suggests that you are quite sure that you prefer that pole; a shorter bar suggests that you are less sure about your preference for that pole. Note that the indexes indicate preferences, not abilities. Beneath the graph is a brief definition of each of the preferences. On the next page is a list of some of the characteristics of your MBTI type.

REPORTED TYPE: INTJ

PCI: INTROVERSION I 7
INTUITION N 7
THINKING T 12
JUDGING J 8



Where a person focuses his or her attention

E **EXTRAVERSION**
People who prefer Extraversion tend to focus on the outer world of people and things.

I **INTROVERSION**
People who prefer Introversion tend to focus on the inner world of ideas and impressions.

The way a person gathers information

S **SENSING**
People who prefer Sensing tend to focus on the present and on concrete information gained from their senses.

N **INTUITION**
People who prefer Intuition tend to focus on the future, with a view toward patterns and possibilities.

The way a person makes decisions

T **THINKING**
People who prefer Thinking tend to base their decisions primarily on logic and on objective analysis of cause and effect.

F **FEELING**
People who prefer Feeling tend to base their decisions primarily on values and on subjective evaluation of person-centered concerns.

How a person deals with the outer world

J **JUDGING**
People who prefer Judging tend to like a planned and organized approach to life and prefer to have things settled.

P **PERCEIVING**
People who prefer Perceiving tend to like a flexible and spontaneous approach to life and prefer to keep their options open.





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CHARACTERISTICS FREQUENTLY ASSOCIATED WITH YOUR TYPE

INTJ

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

- Insightful, conceptual, and creative
- Rational, detached, and objectively critical
- Likely to have a clear vision of future possibilities
- Apt to enjoy complex challenges
- Likely to value knowledge and competence; apply high standards to themselves and others
- Independent; trust their own judgments and perceptions more than those of others
- Usually seen by others as private, reserved, and hard to know

Do these descriptions seem to fit you? Many people find that their MBTI results describe them quite well. But for others, changing a letter or two may help them discover an MBTI type that more accurately captures their personality. If you feel the characteristics above do not fit you, the person who administered the MBTI can help you identify a better-fitting type.

Each type, or combination of preferences, tends to be characterized by its own interests, values, and unique gifts. Whatever your preferences, you may still use some behaviors that are characteristic of contrasting preferences. For a more complete discussion of the sixteen types and applications such as career choice, relationships, and problem solving, see *Introduction to Type®*, sixth edition, by Isabel Briggs Myers (1998) or *Gifts Differing* by Isabel Briggs Myers with Peter B. Myers (1995). Both publications are available from Consulting Psychologists Press.

Additional materials are available from Consulting Psychologists Press, Inc.
For more information, call 800-624-1765 or visit www.mbti.com.

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