

# Personality Profile

Name \_\_\_\_\_

**Circle** the answer, which comes the closest to “how you **usually** feel or act”.

1. Are you more careful about:
  - A. People’s feelings
  - B. People’s rights
2. When you have to meet strangers, do you find it:
  - A. Something that takes a good deal of effort
  - B. Pleasant, or at least easy for you.
3. Does following a schedule:
  - A. Appeal to you
  - B. Cramp you
4. Do you usually get along better with
  - A. Imaginative people
  - B. Realistic people
5. Are you naturally:
  - A. Rather quiet and reserved in company of others
  - B. A good mixer (talkative)
6. Is it harder for you to adapt to:
  - A. Routine
  - B. Constant change
7. Which of these two is the higher compliment
  - A. He/she is a person of real feeling and has a good heart
  - B. He/she is consistently reasonable and logical
8. Would you judge yourself to be:
  - A. More enthusiastic than the average person
  - B. Less excitable than the average person
9. In doing something with many other people, does it appeal more to you:
  - A. To do it in the accepted way
  - B. To invent a way of your own.
10. Are you at your best:
  - A. When following a carefully worked out plan
  - B. When dealing with the unexpected and reacting
11. Do you become more annoyed at
  - A. Fancy theories
  - B. People who don’t like theories
12. Is it higher praise to call someone:
  - A. A person of vision or foresight
  - B. A person of common sense and good judgment
13. Do you more often let
  - A. Your heart rule your head
  - B. Your head rule your heart

14. When you think of some little thing you should do or buy, do you:
- A. Often forget it until much later
  - B. Usually get it down on paper before it escapes you
  - C. Always carry through on it without reminders
15. Can you:
- A. Talk easily to almost anyone for as long as you have to
  - B. Find a lot to say only to certain people or under certain conditions
16. Do you think it is a worse fault
- A. To show too much warmth
  - B. To be unsympathetic
17. If you were a teacher, would you rather teach
- A. Courses involving theory and creativity
  - B. Fact courses that deal with facts and logical rules
18. When it is settled well in advance that you will do a certain thing at a certain time, do you find it :
- A. Nice to be able to plan accordingly
  - B. A little unpleasant to be tied down
19. Can the new people you meet tell what you are interested in
- A. Right away
  - B. Only after they get to know you
20. In your daily work, do you (for this item only, if two are true, mark both)
- A. Rather enjoy an emergency that makes you work against time
  - B. Hate to work under pressure
  - C. Usually plan your work so you won't need to
21. In a large group, do you more often;
- A. Introduce others
  - B. Get introduced

Which word in the following pair appeals to you more? **Circle A OR B**

22. A. Compassion                      B. Foresight
23. A. Punctual                              B. Leisurely
24. A. Justice                                      B. Mercy
25. A. Production                              B. Design
26. A. Foundation                              B. Spire
27. A. Gentle                                      B. Firm
28. A. Uncritical                              B. Critical
29. A. Calm                                      B. Lively
30. A. Theory                                      B. Experience
31. A. Literal                                      B. Figurative
32. A. Imaginative                              B. Matter-of-Fact

## Profile Scores

Scoring: Make one tally mark in the total column for each response listed in that column that you made (if you did not make that response go to next number letter combination) continue until you have scored each item listed below and have your totals listed for each column.

E Extrovert	I Introvert	S Sensing	N Intuitive	T Thinking	F Feeling	P Perceptive	J Judging	
2B	2A	4B	4A	1B	1A	3B	3A	
5B	5A	9A	9B	7B	7A	6A	6B	
8A	8B	11A	11B	13B	13A	10B	10A	
15A	15B	12B	12A	16A	16B	14A	14B	
19A	19B	17B	17A	22B	22A	18B	18A	
21A	21B	25A	26B	24A	24B	20A	20C	
29B	29A	31A	31B	27B	27A	23B	23A	
		32B	32A		28A			
								Totals

## SCORING

After totaling, score I if the total under column I is greater than the total under column E, otherwise score E \_\_\_\_\_

Score S if the total under column S is greater than the total under column N, otherwise, score N \_\_\_\_\_

Score F if the total under column F is greater than the total under column T, otherwise, score T \_\_\_\_\_

Score J if the total under column J is greater than the total under column P, otherwise, Score P \_\_\_\_\_

		Feeling	Thinking
Introverts	Judging	<p style="text-align: center;">ISFJ</p> <p>Quiet, friendly, responsible, and conscientious. Works devotedly to meet his obligations and serves his friends and school. Thorough and painstaking, accurate with figures, but needs time to master technical subjects, as reasoning is not his strong point. Patient with detail and routine. Loyal, considerate, concerned with how others feel, even when they are in the wrong.</p>	<p style="text-align: center;">ISTJ</p> <p>Serious, quiet, earns his success by earnest concentration and unhurried thoroughness. Logical and orderly in his work and dependable in all he does. Sees to it that everything he touches is well organized. Takes responsibility of his own accord. Makes up his own mind as to what should be accomplished and works toward it steadily regardless of the protests of distractions.</p>
	Perceptive	<p style="text-align: center;">ISFP</p> <p>Retiring, quietly friendly, sensitive, hates argument of any kind, is always too modest about his abilities. Has no wish to be a leader, but is a loyal, willing follower. Puts things off to the last minute and beyond. Never really drives himself about anything because he enjoys the present moment and does not want it spoiled.</p>	<p style="text-align: center;">ISTP</p> <p>Quiet, reserved, a sort of cool onlooker at life, observing and analyzing it with detached curiosity and unexpected flashes of original humor. Interested mainly in mechanics, in cars, in sports and in business. Exerts himself only as much as he considers actually necessary, even if he happens to be a star athlete.</p>
Extroverts	Perceptive	<p style="text-align: center;">ESFP</p> <p>Outgoing, easygoing, uncritical, friendly, very fond of a good time. Enjoys sports and making things, restless if he has to sit still. Knows what's happening and joins in helpfully. Literal-minded, tires to remember rather than reason, is easily confused by theory. Has good common sense and practical ability, but is not at all interested in study for its own sake.</p>	<p style="text-align: center;">ESTP</p> <p>Matter-of-fact, doesn't worry or hurry, always has a good time. Likes mechanical things, cars and sports, with friends on the side. A little blunt and insensitive. Can take school or leave it. Won't bother to follow a wordy explanation, but comes alive when there is something real to be worked, handled or taken apart. Can do math and technical stuff when he sees he will need it.</p>
	Judging	<p style="text-align: center;">ESFJ</p> <p>Warm-hearted, talkative, popular, conscientious, interested in everyone, and a born cooperater and active committee member. Has no capacity for analysis or abstract thinking and so has trouble with technical subjects, but works hard to master the facts in a lesson and win approval. Works best with plenty of praise and encouragement. Always doing something nice for someone in a practical way.</p>	<p style="text-align: center;">ESTJ</p> <p>Practical, realistic, matter-of-fact with a natural head for business. Likes the mechanics of things. Not interested in subjects that he sees no actual use for, but can apply himself when necessary. Is good at organizing and running school activities, but sometimes rubs people the wrong way by ignoring their feelings and viewpoints.</p>

Introverts	Judging	INFJ	<p>Gifted and original student who succeeds through combination of intelligence, perseverance and desire to please. Puts his best efforts into his work because he wouldn't think of doing less than his best. Quiet, conscientious, considerate of others, widely respected, if not popular, but suffers socially from unwillingness to compromise where a principal or conviction is involved.</p>	INTJ	<p>Original mind and a great amount of drive which he uses only when it pleases him. In fields that appeal to his imagination, he has a fine power to organize a job or piece of work and carry it through with or without the help of others. He is always skeptical, critical and independent, generally determined and often stubborn. Can never be driven, seldom led.</p>
	Perception	INFP	<p>Particularly enthusiastic about books, reads or tells the parts he likes best to friends. Interested and responsive in class, always attentive and quick to see what the teacher is leading up to. Has a warm, friendly personality but is not sociable just for the sake of sociability and seldom puts his mind on his possessions or physical surroundings.</p>	INTP	<p>Quiet, reserved, brilliant in exams, especially in theoretical or scientific subjects. Logical to the point of hairsplitting. Has no capacity for small talk and is uncomfortable at parties. Primarily interested in his studies and wouldn't want to be president of his class. Liked by his teachers for his scholarship and by fellow students who get to know him for himself.</p>
Extroverts	Perceptive	ENFP	<p>Warmly enthusiastic, high-spirited, ingenious, imaginative, can do almost anything that interests him. Quick with a solution for any difficulty and very ready to help people with a problem on their hands. Often relies on his spur-of-the-moment ability to improvise instead of preparing his work in advance. Can usually talk his way out of any jam with charm and ease.</p>	ENTP	<p>Quick, ingenious, gifted in many lines, lively and stimulating company, alert, and outspoken, argues for fun on either side of any question. Resourceful in solving new and challenging problems, but tends to neglect routine assignments as a boring waste of time. Turns to one new interest after another. Can always find excellent reasons for whatever he wants.</p>
	Judging	ENFJ	<p>Responsive and responsible. Feels a real concern for what others think and want, and tries always to handle things with due regard for the other fellow's feelings and desires. Can lead a group discussion or present a proposal with care and tact. Sociable, popular, active in school affairs, but puts time enough on his lessons for good work</p>	ENTJ	<p>Hearty, frank, able in studies and a leader in activities. Particularly good in anything requiring reasoning and intelligent talk, like debating or public speaking. Well informed and keeps adding to his fund of knowledge. May be a bit too positive in matters where his experience has not yet caught up with his self-confidence.</p>

