

PERSONALITY STYLE AND WHAT MAKES YOU TICK



Val Baldwin, CPC
Live Your Ultimate Life
www.valbaldwin.com

Val Baldwin, CPC

Speaker * Life & Relationship Coach

“Helping corporations, organizations and individuals boost their success in life.”

Ever wonder why some personalities easily frustrate you while others you instantly click with? It's important to understand your own personality style to better understand and appreciate others and help you get along better.

In 1920, Carl Jung illustrated how people are fundamentally unique and different. His concept is still viewed in the psychology world as the most correct interpersonal test today. This knowledge will quickly open your eyes as to why you experience many of your common conflicts and how to correct them for happier, healthier relationships with everyone in your life.

Remember that one of the best tools in creating open, positive communication is to show that you understand where the other person is coming from. By knowing the different personality styles, you will now understand how the other person views the world and why you both act like you do. When a person feels they are validated and understood, whether you agree or not, the door is open to great communication.

If you have a group or organization who could benefit from me presenting my Personality Workshop to them in person, just give me a call and we'll set it up.

Have some fun with the test!

Val Baldwin, CPC
503-473-7901
val@valbaldwin.com



INTERPERSONAL STYLE TEST

For each statement, place a number from 1 to 6 on the line to the left of the item. The numbers mean:

- 1 = definitely not true
- 2 = not true
- 3 = tend to not be true
- 4 = tends to be true
- 5 = true
- 6 = especially true

- ___ 1. I feel I am rather creative and imaginative.
- ___ 2. I am generally outgoing in seeking people with whom to be friends.
- ___ 3. I like to develop plans and programs much more than carry them out.
- ___ 4. I prefer to work with others rather than by myself.
- ___ 5. I find myself beginning my sentences with "I feel" rather than "I think".
- ___ 6. I tend to be quite organized.
- ___ 7. I would rather spend time meeting and working with others than be alone.
- ___ 8. I often find that I have already made a decision while others are still considering the options.
- ___ 9. I feel I would be called imaginative or intuitive rather than factual and systematic.
- ___ 10. I like people who express their feelings.
- ___ 11. I do not consciously try to control my feelings and hunches when making decisions.
- ___ 12. My vision of what I want to do is quite important to me.
- ___ 13. I do not like people who keep their private feelings to themselves.
- ___ 14. Everything in my work space is neatly arranged.
- ___ 15. I am not inclined to carry out an extensive analysis of trends.
- ___ 16. I am a sensitive person.
- ___ 17. I like to do things with others much more than doing them by myself.
- ___ 18. I like to make sure things are really clear before I start them.
- ___ 19. I see myself as more outgoing rather than reclusive.
- ___ 20. Predictability is quite important to me.

Scoring:

The purpose of this inventory is to give you a picture of your interpersonal style.

Intuitive or Sensing	Extrovert or Introvert	Feeling or Thinking	Judging or Perceiving
1. _____	2. _____	5. _____	6. _____
3. _____	4. _____	10. _____	8. _____
9. _____	7. _____	11. _____	14. _____
12. _____	17. _____	13. _____	18. _____
15. _____	19. _____	16. _____	20. _____

Total your scores in each category:

Interpreting Your Scores:

Intuitive vs Sensing: Scores of 15 and higher suggest you are intuitive. Scores lower than 15 suggest you are more sensing than intuitive. Higher scores are greater than 24 (high intuition). Low scores are less than 12 (high sensing).

Extrovert vs Introvert: Scores of 15 and higher suggest you are an extrovert. Scores lower than 15 suggest you are more introvert than extrovert. High scores are greater than 24 (high extrovert). Low scores are less than 12 (high introvert).

Feeling vs Thinking: Scores of 15 and higher suggest you are a feeling person. Scores lower than 15 suggest you are more thinking than feeling. High scores are greater than 24 (high feeling). Low scores are less than 12 (high thinking).

Judging vs Perceiving: Scores of 15 and higher suggest you are judging. Scores lower than 15 suggest you are more perceiving than judging. High scores are greater than 24 (high judging). Low scores are less than 12 (high perceiving).

What style are you? Review your basic preferences.

Are you an:

Extrovert	or	Introvert
Intuitive	or	Sensing
Judging	or	Perceiving
Thinking	or	Feeling

Understand Your Interpersonal Style

Extroverts seek contacts with others and have a high need for sociability.

Introverts are energized by solitude and prefer to be alone.

About 75% of the population is more extrovert than introvert.

Why they sometimes cause each other grief: Extroverts tend to look down at introverts for being unsociable, while introverts can feel threatened by extroverts.

Extroverts can reduce their stress from introverts by encouraging them to contribute to the conversation and initiating contact with them.

Introverts can reduce their stress from extroverts by trying to slow them down by asking questions to control some of the direction of a conversation.

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A Sensing Person wants facts, details and other verifiable information. They are more concerned with what actually happened rather than worrying about what might happen in the future. They tackle information in a systematic manner. They excel in planning and organization and like to work according to an outline.

An Intuitive Person lives in anticipation with visions, hunches and the unconscious. They are creative and full of ideas of what might be done. They prefer the future rather than the past, ideas rather than facts, and broad concepts rather than details. They excel with elusive, hard-to-define problems. They frequently redefine the problem as they proceed and try out one idea after another.

About 75% of the population is more sensing and 25% is more intuitive. Women tend to be more intuitive than men.

Why they sometimes cause each other grief: The intuitive person views the sensing person as plodding and exasperatingly slow. The sensing person views the intuitive person as flighty or impractical or unrealistic.

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The best way for intuitive and sensing people to deal with each other is acceptance of each other's different perspective. Both perspectives are extremely valuable and any approach that recognizes and balances each one will be strong and viable.

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Judging people prefer closure in their choice options. They establish deadlines and take them seriously and expect others to do the same. They tend to use words like planning ahead, completion, urgency and deadlines. They filter, arrange and weigh information on the basis of their mental framework. They start looking for facts that support their mental picture of the issue. They are quick to make decisions and have a sense of urgency.

Perceiving people tend to take longer in making decisions and to keep options open for a longer period. They use words like flexible, adaptable, variation. They suspend judgment and avoid preconceptions and insist on a complete examination of data before making conclusions. There seems to be as many judging people as perceiving people in our society.

Why they sometimes cause each other grief: Judging people tend to look at perceiving people as indecisive, procrastinating and critical. Perceiving people often get frustrated with judging people because they are hurried, have a tendency to jump into things too quickly and are inflexible. A common conflict occurs between perceiving people who report to judging supervisors who want to impose strict deadlines.

To deal with Judging people – give them precise information and ask questions that illustrate other points of view. To deal with Perceiving people – have patience, be open to their ideas and know they are doing what they feel is important to make the right decision.

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Thinking people are impersonal in their relations with others. They are less emotionally sensitive than the feeling types and respond more positively to objectives, principles, policies, laws, criteria and firmness. They tend to be good at arguments and try to persuade others using logic rather than emotion. A thinking person will use statements such as, "I think that is a logical way to proceed" or "let's analyze all the alternatives."

Feeling people tend to be more subjective and make decisions on the basis of their personal impact on others. A feeling person often use statements like "I feel we should"...or "I would love to go there".

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There are as many thinking people as feeling people in our society. Women are often more concerned with feelings than men.

Why they sometimes cause each other grief: Feeling people have a hard time handling the emotions and stress of conflict situations. Thinking people are more logical and do not emotionalize their conflicts or problems. These differences are very fundamental and often lead to conflict. The best way for thinking people to deal with feeling people is for each to respect each other's perspective.

Think of someone with whom you are in conflict:

Is he/she an:

Extrovert	or	Introvert
Intuitive	or	Sensing
Judging	or	Perceiving
Thinking	or	Feeling

Does this help you understand why your conflicts sometimes occur?