

Everyone evaluates information using THINKING (T) and FEELING (F) but....

The following 8 Myers-Briggs types prefer to evaluate information using THINKING (T):
ENTJ, ENTP, INTJ, INTP, ESTJ, ESTP, ISTP, ISTJ

All “Thinkers” (T) Have These Things in Common:

- Value decisions made logically and clearly
- Are better at critiquing than appreciating
- Do not show emotion readily and are often uncomfortable dealing with others’ feelings
- May hurt people’s feelings without knowing it
- Like analysis and logical problem-solving
- Value fairness over praise and seek justice over harmony
- Tend to be firm and tough-minded
- Tend to decide impersonally and usually don’t take things too personally
- Can be direct, blunt and outspoken when debating an issue
- Use cause and effect reasoning
- Strive for an impersonal, objective truth
- Consider it more important to be truthful than tactful

But, Some Thinkers Prefer:

Extraverted Thinking

and others prefer.... **Introverted Thinking**

(Dominant Function for ENTJ and ESTJ)

(Dominant Function for INTP and ISTP)

- Outward and active (**Extraverted**) focus on logically organizing the *objective* (outer) world.
- Seek to bring order to the external environment, to make it logical. Relies on facts outside the thinker
- Are action-oriented and decisive
- Express their thoughts and judgments with directness and clarity
- Set goals, plan implementations, gather resources and then direct others to achieve results
- Act quickly to deal with problems
- Approach life as an interesting challenge – want to structure their world to achieve their goals
- **GOAL:** To create logical order in their external world; to make their environment rational.

- Inward and reflective (**Introverted**) focus on logically organizing the *subjective* (inner) world.
- Seek to order their internal thoughts, develop a system for understanding. Relies on the thinker’s observations
- Are reflective observers
- Seldom express their thoughts and judgments unless they are asked or their logic is challenged
- Process information, categorize and develop a structure for logically understanding
- Wait with detachment to see what will happen
- Approach life as an interesting puzzle – want to play with the pieces of reality to achieve understanding
- **GOAL:** To create logical order internally; to develop rational principles for understanding the world.

ENTJ

The “**CEO/Mobilizer/Strategist**” (NT Temperament)

- Confident, ambitious, decisive, innovative, intuitive
- They are at their best when they can take charge, use their strategic vision and set things in logical order
- Value putting theory into practice, ideas into action
- Naturally initiate, delegate and work efficiently
- Drive toward broad goals along a logical path
- Use *Introverted Intuition* to develop strategies, see patterns and possibilities in the present and future

ESTJ

The “**Supervisor/Implementor**” (SJ Temperament)

- Orderly, efficient, assertive, pragmatic, hardworking
- They are at their best when they can take charge, use objective standards and set things in logical order
- Value scheduling, deciding quickly, practical results
- Use *Introverted Sensing* to internally store specific, realistic data about the material world for quick retrieval

INTP

The “**Theorizer/Logician**” (NT Temperament)

- Conceptual, original, introspective, theoretical, aloof
- They are at their best when following their intellectual curiosity and analyzing complexities to find the underlying logical principles
- Value being absorbed in abstract, mental work
- Use *Extraverted Intuition* to approach ideas and information with curiosity; extrapolating patterns into the future

ISTP

The “**Analyzer/Operator**” (SP Temperament)

- Observant, adventurous, independent, resourceful
- Artful with machines, tools, and hands
- They are at their best when analyzing experience to find the logical order and underlying properties of things
- Use *Extraverted Sensing* to focus on the immediate material realities in the surrounding world