

Exploring
spiritual
pathways of the
Enneagram
from the point
of view of
Type &
Temperament
using the
Myers-Briggs
Type Indicator
(MBTI)



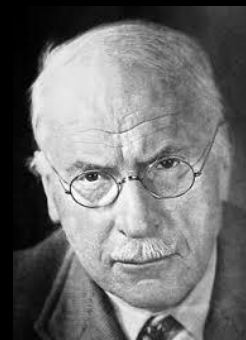
MYERS BRIGGS TYPE INDICATOR Origins

- Isabel Myers (1897-1980) and her mother, Katharine Cook Briggs (1875-1968), developed the Myers-Briggs Type Indicator® instrument.



MYERS BRIGGS TYPE INDICATOR Origins

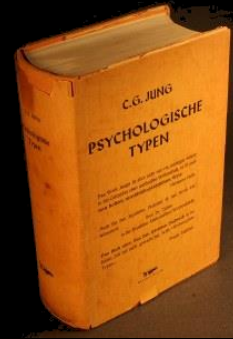
- In 1923 they discovered and adopted the ideas and framework expressed by C. G. Jung, (26 July 1875 – 6 June 1961) in his book, *Psychological Types* (1921).



MYERS BRIGGS TYPE INDICATOR

Origins

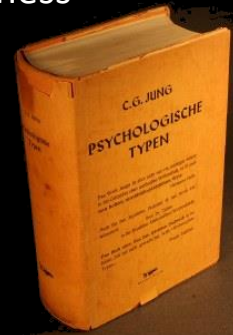
- In the book Jung categorized people into primary types of psychological function. He proposed four main *functions* of consciousness:
 - Two *perceiving functions*:
Sensation and Intuition
 - Two *judging functions*:
Thinking and Feeling
- The functions are modified by two main *attitude* types:
Extraversion and Introversion



MYERS BRIGGS TYPE INDICATOR

Origins

- Jung theorized that the *dominant function* of our type, characterizes consciousness
- while its opposite the *inferior function* is repressed and characterizes unconscious behaviour.



MYERS BRIGGS TYPE INDICATOR

Origins

- Myers and Briggs expanded the 4 extroverted and 4 introverted types of Jung by considering how we orient ourselves towards the outer world, creating 16 types.
- They created a testing instrument to indicate an individual's type and the strength of the functions within that type.



MYERS BRIGGS TYPE INDICATOR

- Enables individuals to grow through an understanding and appreciation of individual differences in healthy personalities
- Since type describes differences in how people approach the world, take in information, and make decisions, it relates to situations people encounter every day.

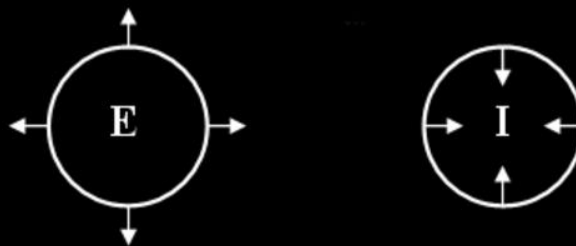
MYERS BRIGGS TYPE INDICATOR

The Two Attitudes

Extravert ----- Introvert

Australian population E = 60%, I = 40%

Where do you prefer to focus your attention?



This scale describes two ways of focusing attention on the outer and inner world.

Extraversion

People who prefer Extraversion tend to focus on the outer world of people and things. When a person is using their Extravert Function they are energised and stimulated by the outer world.

Extraverts will probably appear to be more:

- Active
- Spontaneous
- Relaxed
- Enthusiastic
- "Other" oriented
- Like variety

Introversion

People who prefer Introversion tend to focus more on their inner world of ideas. When a person is using their Introvert Function they are energised and stimulated by what goes on in their minds.

Introverts will probably appear to be more:

- Reserved
- Passive
- Quiet
- Intense
- Reflective
- Do one thing at a time

Extravert ----- Introvert

I prefer not to think before speaking. I like being just as surprised as everyone else by what comes out of my mouth.

your  cards
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INTROVERTS



**UNITE
SEPARATELY**
IN YOUR OWN HOMES

Extravert

- Enjoy small talk.
- When sick or tired tend to get stimulated and feel better having people around.
- Can talk to a whole group of people at once.
- In a quarrel will tend to let off steam and it will all be finished.
- Need to live life in order to understand it.

Introvert

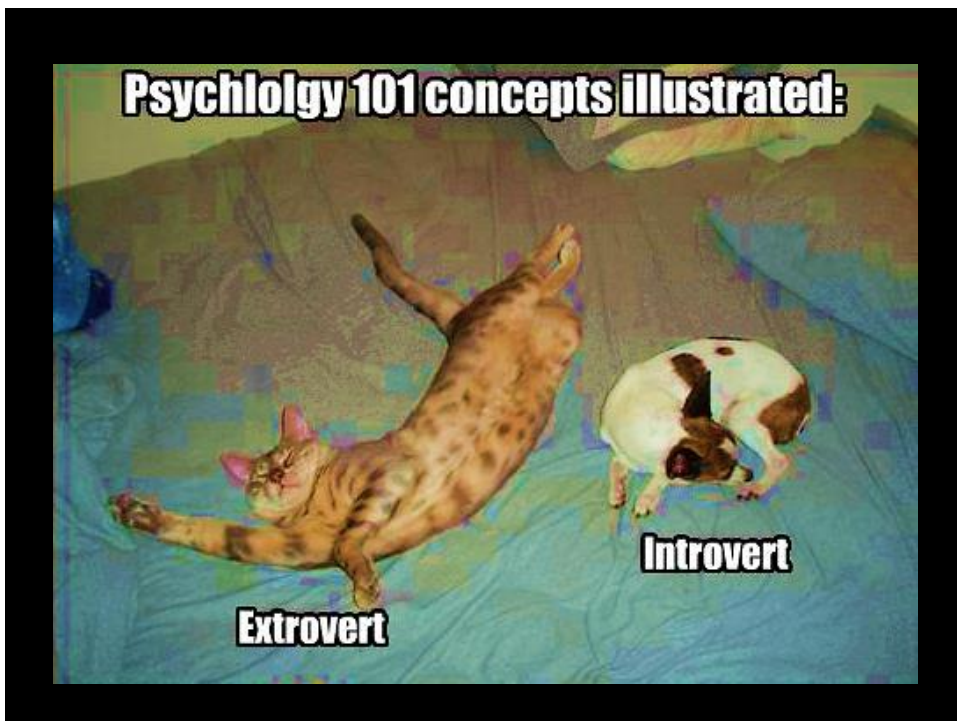
- Say "why talk when there is nothing to say".
- For Introverts it is quite the opposite, they get more tired if people are around.
- Prefer to talk to one person fairly intensely.
- May say "do you remember when you said 'such and such' 3 months ago".
- Introverts need to understand life in order to live it.

Extravert

- Stand closer when they talk to each other than Introverts.
- Find it easier to 'pull up their roots' and move about both in work and home.
- Tend to be more confident and optimistic.

Introvert

- Introverts tend to have a need for more social space
- Tend to put down deeper roots, for example they tend to stay in jobs longer.
- Introverts tend to be pessimistic and cautious.



Extravert ----- Introvert

**Where do you prefer to
focus your attention?**

Using these and other examples you can think of
plot your type on the scale below.

E |-----| I
Extraverted **Introverted**
Outgoing **Interior**

MYERS BRIGGS TYPE INDICATOR

**Your Preference of
The Two
Perceiving
Functions**

Sensing ----- Intuition

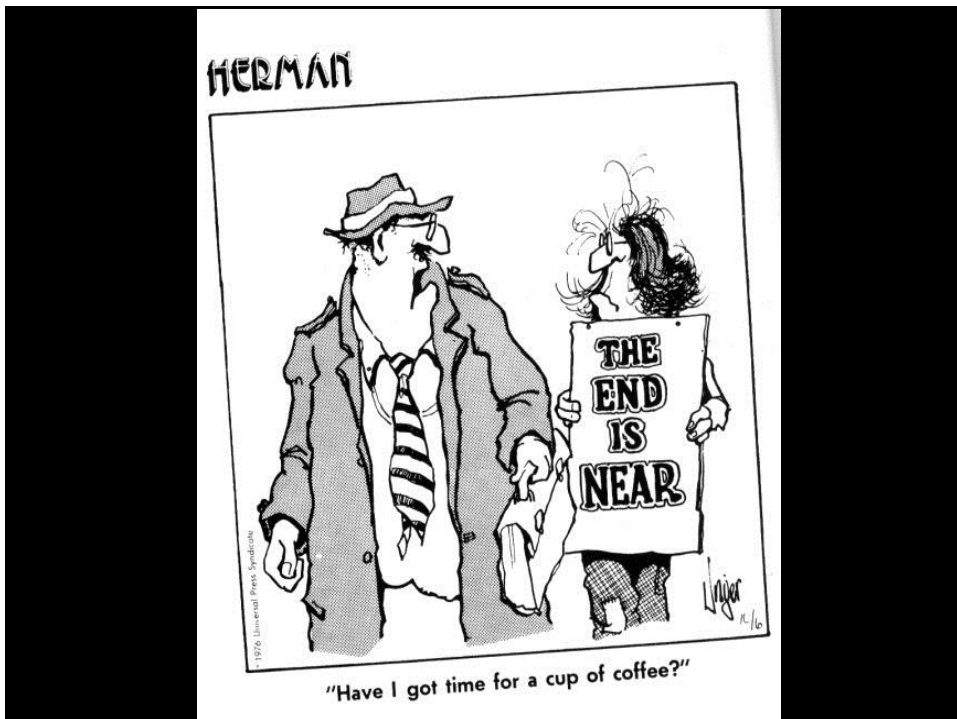
Australian population S = 75%, N = 25%

How do you acquire information?

This scale describes two mutually exclusive ways of finding things out.

These we call the two Perceiving Functions.

In growing up, we tend to trust one of these two ways of perceiving. For one function to be well developed the other must be neglected and left out for a time. One is more focused and has our energy and attention as it were.

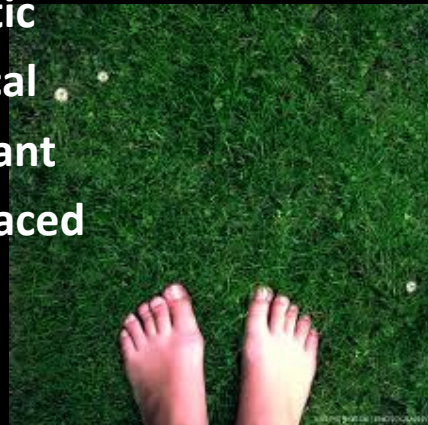


Sensation

- People who have a developed Sensing Function will tend to use their eyes, ears and other senses to tell them what is there and actually happening.
- Sensing is therefore especially useful for appreciating the realities of the situation.
- Sensing Types tend to be realistic and practical, down to earth and aware of what is going on in the here and now.
- They like to use what is known and proven;
- they are observant and practical,
- matter of fact and down to earth

Sensation

Earthy
Realistic
Practical
Observant
Steady paced



Intuition

- People who have a developed Intuitive Function will tend to take in information indirectly.
- Although initially information is received through the five senses, it is blurred and taken into the unconscious as it were, and linked with ideas and associations.
- Intuitive Types tend therefore to be good with theories and hunches.
- Intuitive Types can see patterns in complexity and are very good in the overall planning stage of a project where there are few precedents to use.

Intuition

Idealistic

Creative

Over committed

Looking for meaning

Imaginative



Sensate

- Sensates tend to prefer factual books.
- seldom misplace keys.
- If there is a policy or instruction manual a Sensate will use it.
- In taking and giving directions, Sensates will tend to be detailed and exact.
- Five Sensates seeing the one incident such as a motor accident will report the same things.

Intuitive

- Intuitives prefer fantasy and science fiction.
- often misplace their car keys.
- If there is a policy or instruction manual an Intuitive will tend to ignore it.
- In taking and giving directions, Intuitives may give hazy generalisations.
- Five Intuitives seeing the same motor accident will probably tell five or even more stories of what and how it happened.

Sensate

- Sensates are steady paced and practical.
- tend to pace themselves in a job.
- May have a morning ritual, doing the same things the same way everyday.
- In conversation, Sensates will use facts and details
- Sensates tend to take words at their face value.
- For the Sensate the reality is valued most highly.

Intuitive

- Intuitives tend to work in bursts of energy.
- often get over committed.
- can be quite random.
- In conversation, they will tend to be more abstract using metaphors, symbols and generalisations.
- Intuitives will question the meaning of things.
- The idea or the vision is more important and interesting than the reality.

Sensate ----- Intuition

How do you find out information ?

Using these and other
examples you can think of
plot your type on the scale below.



MYERS BRIGGS TYPE INDICATOR

**Your Preference of
The Two
Judgement
Functions**

Feeling ----- Thinking

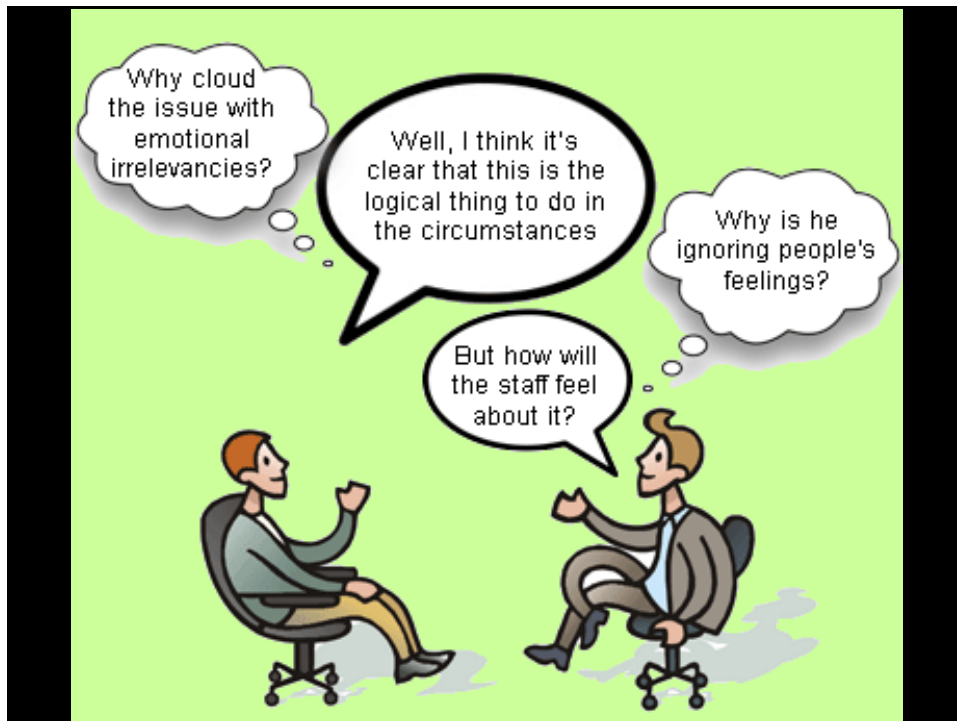
Australian population F = 50%, T = 50%

This scale describes the two opposite or mutually exclusive styles of judging, i.e. coming to conclusions or making decisions.

This dimension is concerned with the priorities we consider during the decision making process.

It is important to note in this dimension that Thinking and Feeling Types can be equally intelligent and equally emotional.

This dimension is speaking about the priority we place in making a decision, so the word feeling here means making decisions based on values.



Thinking

- A person with a highly developed Thinking Function will first want to be logical, orderly and systematic.
- They give priority to deciding things objectively on the basis of cause and effect.
- This is not to say they exclude their feelings but their feelings are usually kept in some order during the decision process.
- People with a preference for Thinking seek an objective standard of truth and are frequently good at analysing people and situations objectively.

Thinking

Firm

Exact

Fair

Argumentative

Blunt

Deliberate

Feeling

- A person with a highly developed Feeling Function will first want to consult their own value system in making a decision - what is important, valuable and meaningful for them.
- This is not to the exclusion of the objective Thinking Function but a priority for making decisions from what they believe in and what they consider important.
- Those with a preference for Feeling tend to seek harmony in relationships and tend to deal with people tactfully and with apparently more care than the Thinking Type.

Feeling

Flexible

Heart driven

Need for harmony

Relaxed

Subtle

Agreeable



Thinking

- Thinking Types want to be respected.
- Thinking Types can hurt people unintentionally.
- Thinking Types don't like to be helped
- In an argument over an issue, a Thinking Type is more likely to stick more closely to the logic of the argument.

Feeling

- Feeling Types want to be liked. They tend to need more praise than Thinking Types.
- Feeling Types will know they have hurt somebody.
- Feeling Types like to help people.
- In an argument over an issue, a Feeling Type may well compromise the argument for the sake of harmony with the other person.

Thinking

- When out to dinner at a friend's house, the Thinking Type may only wash up if there is a good reason.
- Thinking Types tend to be fair in their dealings with people.
- Thinking Types will weigh things up.

Feeling

- When out to dinner at a friend's house, the Feeling Type will wash up just to be nice.
- Feeling Types, although they seldom like to admit it, can compromise fairness for what they believe in.
- Feeling Types tend to control the world from their beliefs and convictions.

Thinking ----- Feeling

How Do I Make Decisions?

Using these and other examples you can think of plot your type on the scale below.

T |-----| F

Thinking
Objective
Principles



Feeling
Subjective
Values

MYERS BRIGGS TYPE INDICATOR

Your Preference In the Way you Orient Yourself in the Outer World

Judging ----- Perceiving

Australian population J = 50%, P = 50%

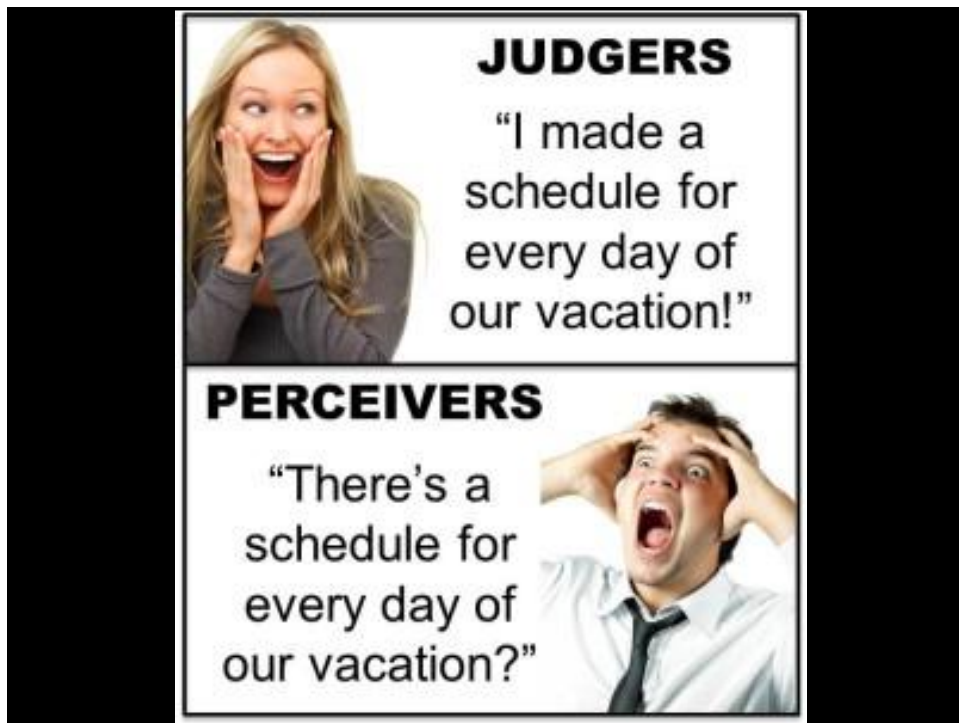
How do you orient to the outer world?

This final scale describes
the way you deal with the outer world
and how you orient yourself in relation to it.

This dimension refers back
to the previous two scales.

If you prefer the Judging side of this scale you will
extravert your Thinking or Feeling Function
(whichever was your choice on the previous scale).

If you prefer the Perceptive side of the scale you
will extravert your Sensing or Intuitive Function
(whichever was your choice on the second
dimension discussed).



Judging

- Those who choose a Judging attitude (either thinking or feeling) live in a planned, orderly way, wanting to regulate and control their external world.
- When using your judging Function you are ordering your environment, being decisive, exacting, systematic and wanting to draw closure.

Judging

Organised

Decisive

Exacting

Systematic

Drawing closure

Perceiving

- Those who have a preference for Perception when dealing with the outer world (either sensing or intuition) like to live in a spontaneous, relaxed and adaptable style.
- When using Perception, you are taking in information, keeping the options open and putting off making decisions.

Perceiving

Adaptable

Curious

Tolerant

Spontaneous

Avoiding conclusions

Judging

- Going on a holiday the Judging Type will tend to have everything planned and booked in advance.
- Judging Types like to get tasks accomplished.
- Judging Types can make decisions too quickly without enough data.
- Judging Types need to achieve in life.

Perceiving

- Perceiving Type will want to be spontaneous and take things as they come.
- Perceiving Types rather like to enjoy the task.
- Perceiving Types will tend to want to continue collecting data and put off making the decision.
- Perceiving Types would rather enjoy life for itself.

Judging

- Essentially Judging Types prefer to be structured and organised and prefer to have things settled, wrapped up and finished.
- Judging Types tend to feel frustrated or annoyed when plans they have made are disrupted.

Perceiving

- Essentially Perceiving Types prefer to stay open to experience, enjoying and trusting their ability to adapt to the moment.
- Perceiving Types tend to make allowances for disruptions and stay open to what they might have to offer.



Judging ----- Perceiving

How Do I Orient To The Outer World?

Using these and other
examples you can think of
plot your type on the scale below.



ISTJ "DOING WHAT SHOULD BE DONE"	ISFJ "A HIGH SENSE OF DUTY"	INFJ "AN INSPIRATION TO OTHERS"	INTJ "EVERYTHING HAS ROOM FOR IMPROVEMENT"
ISTP "READY TO TRY ANYTHING ONCE"	ISFP "SEES MUCH BUT SHARES LITTLE"	INFP "PERFORMING NOBLE SERVICE TO AID SOCIETY"	INTP "A LOVE OF PROBLEM SOLVING"
ESTP "THE ULTIMATE REALISTS"	ESFP "YOU ONLY GO AROUND ONCE IN LIFE"	ENFP "GIVING LIFE AN EXTRA SQUEEZE"	ENTP "ONE EXCITING CHALLENGE AFTER ANOTHER"
ESTJ "LIFE'S ADMINISTRATORS"	ESFJ "HOSTS AND HOSTESSES OF THE WORLD"	ENFJ "SMOOTH-TALKING PERSUADERS"	ENTJ "LIFE'S NATURAL LEADERS"

ISTJ

Trustee / Steward

Serious, quiet, earn success by concentration and thoroughness Practical, orderly, matter of fact, logical, realistic, and dependable. See to it that everything is well organized. Take responsibility. Make up their own minds as to what should be accomplished and work toward it steadily, regardless of protests or distractions.

Live their outer life more with thinking,
inner more with sensing.

ISFJ

Preserver/Server

Quiet, friendly, responsible, and conscientious. Work devotedly to meet their obligations, lend stability to any project or group. Thorough painstaking accurate. Their interests are usually not technical. Can be patient with necessary details.

Loyal, considerate, perceptive,
concerned with how other people feel.

Live their outer life more with feeling,
inner more with sensing.

INFJ

Author / Seer

Succeed by perseverance, originality and desire to do whatever is needed or wanted. Put their best efforts into their work. Quietly forceful, conscientious concerned for others. Respected for their firm principles. Likely to be honored and followed for their clear convictions as to how best to serve the common good.

Live their outer life more with feeling,
inner more with intuition.

INTJ

Theoretician / Academic

Usually have original minds and great drive for their own ideas and purposes. In fields that appeal to them, they have a fine power to organize a job and carry it through with or without help. Sceptical critical, independent determined, sometimes stubborn. Must learn to yield less important points in order to win the most important.

Live their outer life more with thinking,
inner more with intuition.

ISTP

Artisan / Guard

Cool onlookers – quiet, reserved, observing and analysing life with detached curiosity and unexpected flashes of original humour. Usually interested in cause and effect, how and why mechanical things work, and in organizing facts using logical principles.

Live their outer life more with sensing,
inner more with thinking.

ISFP

Artist / Appreciator

Retiring, quietly friendly, sensitive, kind, modest about their abilities. Shun disagreements, do not force their opinions or values on others. Usually do not care to lead but are often loyal followers. Often relaxed about getting things done because they enjoy the present moment and do not want to spoil it by undue haste or exertion.

Live their outer life more with sensing,
inner more with feeling.

INFP

Seeker / Searcher

Full of enthusiasms and loyalties but seldom talk of these until they know you well. Care about learning, ideas, language, and independent projects of their own. Tend to undertake too much then somehow get it done. Friendly but often too absorbed in what they are doing to be sociable. Little concerned with possessions or physical surroundings.

Live their outer life more with intuition,
inner more with feeling.

INTP

Architect / Philosopher

Quiet and reserved. Especially enjoy theoretical or scientific pursuits. Like solving problems with logic and analysis. Usually interested mainly in ideas with little liking for parties or small talk. Tend to have sharply defined interests. Need careers where some strong interest can be used and useful.

Live their outer life more with intuition,
inner more with thinking.

ESTP

Promoter / Rouseabout

Good at on the spot problem solving. Do not worry.

Enjoy whatever comes along. Tend to like mechanical things and sports, with friends on the side. Adaptable, tolerant, generally conservative in values. Dislike long explanations. Are best with real things that can be worked, handled, taken apart, or put together.

Live their outer life more with sensing,
inner more with thinking.

ESFP

Entertainer / Reveller

Outgoing, easygoing, accepting, friendly, enjoy everything and make things more fun for others by their enjoyment. Like sports and making things happen. Know what's going on and join in eagerly.

Find remembering facts easier than mastering theories. Are best in situations that need sound common sense and practical ability with people as well as with things.

Live their outer life more with sensing,
inner more with feeling.

ENFP

Celebrator / Enthusiast

Warmly enthusiastic high spirited, ingenious, imaginative. Able to do almost anything that interests them. Quick with a solution for any difficulty and ready to help anyone with a problem. Often rely on their ability to improvise instead of preparing in advance. Can usually find compelling reasons for whatever they want.

Live their outer life more with intuition,
inner more with feeling.

ENTP

Debater / Inventor

Quick, ingenious, good at many things. Stimulating company alert and outspoken. May argue for fun on either side of a question. Resourceful in solving new and challenging problems but may neglect routine assignments. Apt to turn to one new interest after another. Skilful in finding logical reasons for what they want.

Live their outer life more with intuition,
inner more with thinking.

ESTJ

Administrator / Organiser

Practical, realistic, matter of fact, with a natural head for business or mechanics. Not interested in subjects they see no use for, but can apply themselves when necessary. Like to organize and run activities. May make good administrators, especially if they remember to consider others' feelings and points of view.

Live their outer life more with thinking,
inner more with sensing.

ESFJ

Provider / Salesperson

Warm hearted, talkative, popular, conscientious, born cooperators, active committee members.

Need harmony and may be good at creating it. Always doing something nice for someone. Work best with encouragement and praise.

Main interest is in things that directly and visibly affect people's lives.

Live their outer life more with feeling,
inner more with sensing.

ENFJ

Entrepreneur / Ringmaster

Responsive and responsible. Generally feel real concern for what others think or want, and try to handle things with due regard for the other person's feelings. Can present a proposal or lead a group discussion with ease and tact.

Sociable, popular, sympathetic.

Responsive to praise and criticism.

Live their outer life more with feeling,
inner more with intuition.

ENTJ

Strategist / Commander

Hearty, frank, decisive, leaders in activities. Usually good in anything that requires reasoning and intelligent talk, such as public speaking.

Are usually well informed and enjoy adding to their fund of knowledge.

May sometimes appear more positive and confident than their experience in an area warrants.

Live their outer life more with thinking,
inner more with intuition.

ISTJ

WE SURRENDER THE CASTLE IS MINE! NOT QUITE!

TITLE SEARCH CLOSING COSTS LEGAL FEES

Hagar has underestimated the ISTJ clerks—great sense of order and detail, objective and decisive.

ISFP

HAGAR! AREN'T YOU GOING TO HELP WITH THE HOUSEWORK? IN A MINUTE... I CAN ONLY DO ONE THING AT A TIME...

Hagar has a logical inner world—and his face to the world here is definitely sensate.

ESTP

SAY AAAH! OOOOHH ONE MINUTE AAAAH!!

Here Hagar draws energy from his outer world (sensate). Perhaps he is working on his introverted thinking to become his male chauvinism.

ESTJ

HA HA! WOMEN THINK YOU CAN MAKE ANYTHING WORK BY KICKING IT! POW! IT WORKS ON SOME THINGS!

Helga is an organizer. She knows her mind and expresses it as the seer it.

ISFJ

I CAN'T FIGHT HIM! HE'S A KILLER! I'M SURPRISED AT YOU LUCKY EDDIE FORMING AN OPINION OF A PERSON BASED SOLELY ON APPEARANCES!

Hagar must be intuitive here—failing to appreciate just how accurate Lucky Eddie is in seeing detail clearly and expressing it feelingly.

ISFP

STOP GRUMBLING!! ALL BOYS LIKE TO COLLECT THINGS HAMLET JUST LIKES TO COLLECT UNICORNS

Hamlet is a gentle boy, with an inner life of values and feeling, sensitive in the outer world.

ESFP

DRINK...DRINK...DRINK... DRINK...DRINK...DRINK... DRINK...DRINK...DRINK... DRINK...DRINK...DRINK...

BOY! YOU CAN'T BEAT THOSE OLD VIKING DRINKING SONGS!

ESFPs enjoy life—for whatever reason.

ESFJ

WHY'D WE COME ALL THIS WAY UP HERE? I DIDN'T WANT TO WAKE MY FOLKS HONI-WILL YOU MARRY ME? YES!

Hagar's and Helga's extroverted feeling transcends their inner sensation.

INFJ

WHY DID THE GODS MAKE MEN SO STUPID? THERE MUST BE A REASON.

OF COURSE, IT DOES MAKE WOMEN LOOK GOOD. THERE YOU ARE!

Book Hagar and Hagar are introverted intuitives, relating the puzzle and delighted with their hunches. (Hagar offers an INTJ version of the same joke later.)

INTJ

HALF THE PEOPLE IN THIS WORLD ARE SELFISH, DIRTY AND IGNORANT!

WHAT'S THE OTHER HALF?

WOMEN.

The same joke as for INFJ, but Hagar's intuition has a thinking face to the world.

INTP

LOOKING AT THE STARS SURE MAKES YOU THINK. DOESN'T IT, DAD?

YEAH, IT DOES.

THEY'RE SO LITTLE AND PUNY AND WE'RE SO BIG!

Hagar contemplates according to his inner thinking. Perhaps his extraverted intuition is a bit off-beat.

ENTP

SEE THIS GLASS? YOU COULD ARGUE THAT IT'S HALF FULL.

OR YOU COULD ARGUE THAT IT'S HALF EMPTY.

WHY ARGUE?

Hagar (J) responds (reacts) to the ENTP who enjoys discussing – for its own intuitive-thinking sake.

ENFJ

DAD, WHAT IS LIFE?

LIFE IS RIGHTING, RAISING, DRINKING BEER, PARTING AND PLAYING GAMES.

THERE HAS TO BE MORE THAN THAT!

THERE IS, BUT I JUST COVERED THE IMPORTANT PARTS.

Hagar knows what's what and what is to be done. It's clear, therefore...

ENFP

DO YOU WANT A DRINK?

MAYBE.

DON'T BE SO NISBY-WASBY! TALK UP LIKE A VIKING!! BE POSITIVE!!

NOW - DO YOU WANT A DRINK?

MAYBE!!

Sociable Lucky Eddie keeps his intuitive options open.

For all presentations go to:

<http://abundance.org.au/enneagram-adelaide-2014/>