

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.**

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.

Earthy
Realistic
Practical
Observant
Steady paced

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.

Idealistic
Creative
Over-committed
Looking for meaning
Imaginative

In growing up then, 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. The following examples may help you to decide which is your preference...

Sensates tend to prefer factual books, Intuitives prefer fantasy and science fiction.

Intuitives often misplace their car keys, Sensates seldom do.

If there is a policy or instruction manual a Sensate will use it and an Intuitive will tend to ignore it.

In taking and giving directions, Sensates will tend to be detailed and exact, whereas Intuitives may give hazy generalisations.

Five Sensates seeing the one incident such as a motor accident will report the same things, where as five Intuitives seeing the same motor accident will probably tell five or even more stories of what and how it happened.

Intuitives tend to work in bursts of energy, whereas Sensates are steady paced and practical. Sensing types tend to pace themselves in a job, whereas Intuitives often get over-committed.

Sensates may have a morning ritual, doing the same things the same way everyday, whereas Intuitives can be quite random in this regard.

In conversation, Sensates will use facts and details whereas Intuitives will tend to be more abstract using metaphors, symbols and generalisations. Intuitives will question the meaning of things, whereas Sensates tend to take words at their face value.

For the Intuitive the idea or the vision is more important and interesting than the reality, for the Sensate the reality is valued most highly.

Using this page and other examples you can think of within these definitions you can now plot your type on the scale below and then compare that to your M.B.T.I. result.

HOW DO I FIND THINGS OUT?

