

Choose **1)** if you are more focussed/energized internally, and **2)** if more focussed/energized externally (*bearing in mind you will be both, but not equally so*)

## 1) Intellectual Introverted (*more reflective*) – The Examiner

*Key characteristics common for your style:*

- You analyze information and ideas into functional categories
- You favor formulating hypotheses
- You build an understanding of how things work
- You focus on thinking through complexity
- You prefer doing the correct thing

Your decisions are usually based on your own internal logic framework

The question you typically ask “What are the specific details?”

You try to avoid feeling..... **IGNORANT**

Overall you analyse information to evaluate.



## 2) Intellectual Extraverted (*more responsive*) – The Director

*Key characteristics common for your style:*

- You apply the resources necessary to achieve measurable goals
- You systemize in organizations and environments
- You focus on the resources and skills
- You favor evaluating performance against measurable standards
- You prefer logic and objectivity

Your decisions are usually based on external standards of truth

The question you typically ask “Give reasons why I should do that?”

You try to avoid feeling..... **POWERLESS**

Overall you use logic to work toward goals.



**\* Figures from MBTI Australian Data Archive Project**