

Extraverted Intellectual Spiritual

*Typical Quote: "If it is not nailed down, organise it;
If they are not nailed down then organise them" – Anon*

Extraverted Intellectual Spirituals ("*extraverted ISs*" for short) have the Intellectual mental function (*including critiquing/ analysing*) most conscious in their mind, and therefore they are most aware of it and in control of this function. Their Spiritual mental function (*including creativity/ originality*) is also likely to be very conscious by the time they are adult. The other two mental functions E (*Emotional-including harmonising/ sympathising*) and P (*Physical-including details /practicality*) are most in their sub-conscious and therefore they may not naturally be so competent at managing these.

General Summary

Extraverted ISs focus on developing their skills fully and are very good problem solvers in their chosen field. They have a natural tendency to marshall and direct. This may be expressed with the charm and finesse of a world leader or with the insensitivity of a cult leader. The extraverted ISs requires little encouragement to make a plan. Sometimes they make these little plans that really don't have any importance to anyone else, and then feel compelled to carry them out. While "compelled" may not describe extraverted ISs as a group, nevertheless, as a common theme, they often plan creatively and make those plans reality.

Extraverted ISs are often "larger than life" in describing their projects or proposals. This ability may be expressed as salesmanship, story-telling facility or stand-up comedy. Conversely they are often irritated by people who vacillate and do not make decisions or get things organised. They readily try to resolve a problem by talking to all the parties involved.

Extraverted ISs are decisive and just work harder to achieve the goal if they believe it to be valid and worthwhile. They see what needs to be done, and frequently assign roles to their counterparts or subordinates. Few other types can equal their ability to remain resolute in conflict, sending the valiant (and often leading the charge) into battle or situation to be resolved. When challenged, the extraverted ISs may by reflex become argumentative to prove that they were competent in their decision. Alternatively they may unleash an icy gaze or other body language that serves notice as the extraverted IS is not one to be trifled with.

Key Attributes

Executive

(MBTI Equivalent: ENTJ)
(Style: Director first, Seer second)
5.4% of Australian Population*



Typical Strengths:

They are natural leaders with a focus on competence and making politically astute and tough decisions. They see patterns and connections and are good at devising and even better at executing strategy, combining both vision and logic to reach sound conclusions.

Typical Development Areas:

They can be direct, confrontational and overpowering to others. They tend to be driven by their strong need to be in command and do not suffer fools gladly. They may “over value” competence in others and be uncomfortable when not in control.

“Possible Shadow Side” (Mental Function deepest in the Sub-Conscious Mind)

The Emotional function of extraverted ISs is deepest in their sub-conscious and when under stress and uncertainty, can turn outward become over-sentimental or melodramatic, making the IS feel out of control. The Emotional functions in this type appears most authentic when implied or expressed covertly in a firm handshake, accepting demeanour, or act of sacrifice. They can become short-tempered and insensitive. At times ignoring their own feelings in the belief that life can be managed through the application of rationale.

Famous Extraverted ISs

Common Frustration for Others: They may manage people too much.



Margaret Thatcher
Ex United Kingdom Prime Minister



Napoleon Bonaparte
French military and political leader



George Bernard Shaw
Irish Playwright



Golda Meir
Teacher and 4th Prime Minister of Israel

* See MBTI® Data Archive Project: *Psychological Type Research Unit* – Sample over 22000 Australians 2010