MAJORS™ pti

MajorsPTI™ Personality Report

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Introduction to the MajorsPTI™ Personality Report

The MajorsPTI™ is an instrument designed to help facilitate your learning of valuable information about how you direct your energy, take in information, make decisions and orient to your environment. This information reveals how your personality contributes to your many aspects of life including your style of learning, work/activity and leadership.

Personality type theory and other related theories can help you to understand why some situations are enjoyable and energising, while others are uncomfortable and draining. The MajorsPTI™ is intended to help you in the process of self-understanding and personal and professional growth.

For many years personality type experts have noticed that people behave in ways that allow them to be organised into various personality types or groupings. One of the more commonly used methods is to group individuals into one of 16 different personality types, which serves to reveal many different aspects of behavioural expression. The MajorsPTI™ is based upon this typology.

> *Note:* The MajorsPTI™ should always be used with other self-exploration methods to establish which type is accurate for you. Therefore, it is recommended that you verify your reported results through feedback and interaction with a person knowledgeable about psychological type as well as your own reading of more detailed descriptions.

In this paradigm there are four core dimensions that are innate features of your personality. Each of the four dimensions contains two opposite ways of psychologically functioning. The two ways are seen as psychological opposite ways of being. Everyone has the capacity to function at both ends of each of these dimensions, although we can only function at one end at a time and we will have an operational preference for one way over the other. The four dimensions are:

Energy acquisition and distribution: the focus of attention and the direction of the source of psychological energy. The two directions of focus and energy are **E**xtraversion (external) and **I**ntroversion (internal).

Perceiving or attending to information: the mental process by which one takes in or attends to information about physical surroundings and concepts. The two forms of perception are **S**ensing and i**N**tuiting.

Deciding or making judgements: the mental process of forming decisions about the perceived information that is gathered. The two forms of judgement are **T**hinking and **F**eeling.

Orientation to living: the mental process used or lifestyle favoured for interaction with the outside world. The two methods of orientation correspond to the mental functions of **J**udgement and **P**erception.

Personality typology helps us identify our typical way of approaching life. Understanding the benefits and potential challenges that are found in each of the 16 approaches serves to enrich our general effectiveness in life. Knowing which of the 16 personality types you prefer will also help you to understand how you approach learning, work/activities and leadership roles.

Report Contents

Your Personality Type Results

The Four Dichotomies

E/I: Energy Acquisition and Distribution   **Extraversion** ←——————→ **Introversion**

The first dichotomy to be described contains the polar ends of **E**xtraversion and **I**ntroversion. These terms represent the preference for the external or internal acquisition and distribution of psychological energy. *What is psychological energy?* We all have activities that we prefer to engage in. Some of these preferred activities will stimulate increases in the experiences (thoughts and feelings) of excitement, pleasure and well-being. Conversely, there are activities that reduce or deplete our experience of excitement, pleasure and well-being. These non-preferred activities may result in a sense of frustration, boredom and irritation.

<u>E</u>xtraversion: Individuals who have a preference towards the extraversion end of this dichotomy will receive energy from and direct energy to the outer world. External energy will be most commonly expressed by action and interaction. They will tend to process their lives through verbal statements and discussion. They enjoy going and doing, often seeking out action and activities that involve conversation and connecting. Although comfortable thinking quietly and reflecting, these non-external tasks will tend to be accomplished in shorter bursts, interspersed by the motivation to participate in the external environment.

<u>I</u>ntroversion: Those who have a preference for introversion will choose to restrict or moderate their connection with the external environment in order to facilitate the reflective contemplation that provides the source of their psychological energy. While no less appreciative of human interaction than their external opposites, they may display the preference for more quiet and less crowded interpersonal experiences, which leave adequate pause for contemplative thought to facilitate and engage in the interaction. With the internal preference, the stimulation from the external world is manifested in the energising reflective thought of or about the experiences of life.

Your responses to the MajorsPTI™ indicate a preference for: Introversion

Unclear	Slight	Clear	Very Clear	
Extraversion	1			
Introversion		17		Strong Difference

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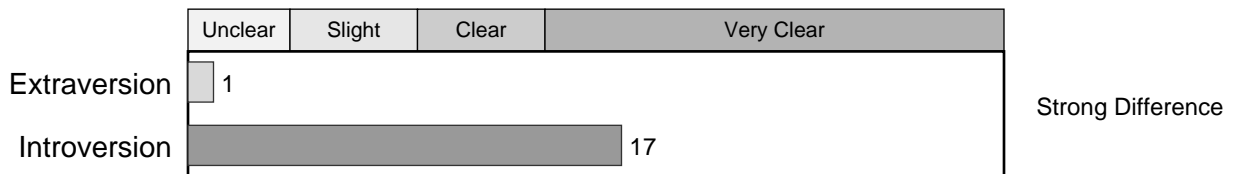
## S/N: Perceiving or Attending to Information   Sensing ◄─────► iNtuiting

The dimension of perception contains the dichotomy of **S**ensing and i**N**tuiting. These preferences underlie the functional processes that occur when we attend to sensory information (current or from memory) originating from the surrounding physical world. We all take in information from our environment through the five natural senses. We see, hear, smell, taste and touch the surrounding world and will subsequently have memories of those sensory experiences. What we experience is the same for all of us until it enters this perception processing function. There is an automatic tendency to process the information in two basic ways.

<u>S</u>ensing: Sensing is preferred when the focus of the perceptive process is a pragmatic and factual experience. Those with this preference believe that the facts speak for themselves and there is seldom a need to go beyond them. They will typically find comfort in viewing the tried and true methods of accomplishing tasks as a sufficient, if not necessary, course of action. Past experiences can provide concrete foundations for answers to the questions that arise when information is perceived. This preference may lead the sensing-preferring individual into fact-finding forays to answer the questions of 'how, what, when or where?' They have a realistic perspective that is anchored in the comfortable foundation of pragmatism and facts.

i<u>N</u>tuiting: Those who prefer iNtuiting have a perceptual preference to look for the possibilities and relationships among the facts and their corresponding ideas. This preference is expressed in their desire for theoretical overviews that allow for flexibility in interpretation and application of information. The processing of factual information tends to occur only to the extent that those facts possess utility for innovation and change. Factual details are merely elements of the connections that form in this perception experience and may be overlooked or set aside during the processing. The 'what may be' focus of these individuals will tend to keep them engaged in future-oriented thinking.

Your responses to the MajorsPTI™ indicate a preference for: Sensing

Unclear	Slight	Clear	Very Clear

Sensing — 20

iNtuiting — 4

Strong Difference
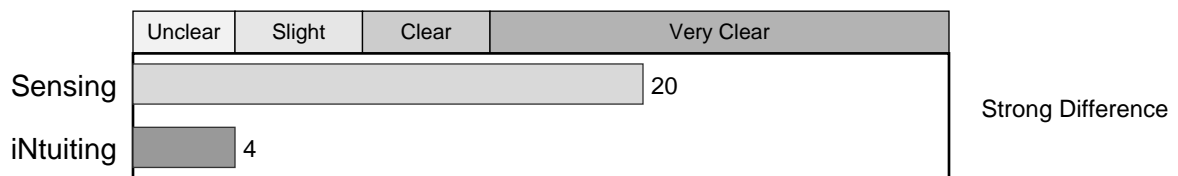
T/F: Deciding or Making Judgements   Thinking ←——→ Feeling

The personality dichotomy of making judgements or decisions includes the preferences for using either logical thinking processes or relationship and value motivated thoughts in making choices. Everyone thinks and everyone has feelings about thoughts and experiences. Some decisions may focus upon yielding the best outcome, while others may seek to produce what works best for all involved. These two different ways of making judgements and decisions are equally valuable for work and home life. The accuracy of the decisions that we make is important. This dichotomy represents the two different ways of establishing what accuracy is.

Thinking: The preference for making judgements through the process of logical thinking involves a need for logical clarity. This clarity occurs when perceptual information is objectively evaluated based upon strict logical criteria. In general this decision-making process will follow a consistent logical pattern of 'if this is true, and/or this is true, then this is the best choice'. The 'right' thing to do is making the choice with the best outcome. Feelings or emotional interactions with the decision, while they always occur, are seldom viewed as necessary. This is because the deciding action is a process with rules that simply weight the pros and cons to the service (support) of the outcome.

Feeling: Individuals with a preference for Feeling judgements and decisions make choices based on beliefs, values and ideals they believe will lead to greater inner and external resonance in the overall situation. They are keenly attuned to the effect of decisions on others and seek to implement decisions that enhance relationships. They often have a need to process the emotional and interpersonal consequences of decisions. Those with a preference for Feeling judgements view the consensus forming process as integral to the judgements that are being made.

Your responses to the MajorsPTI™ indicate a preference for: Thinking

Unclear	Slight	Clear	Very Clear

Thinking ▢ 22

Feeling ▢ 4   Strong Difference
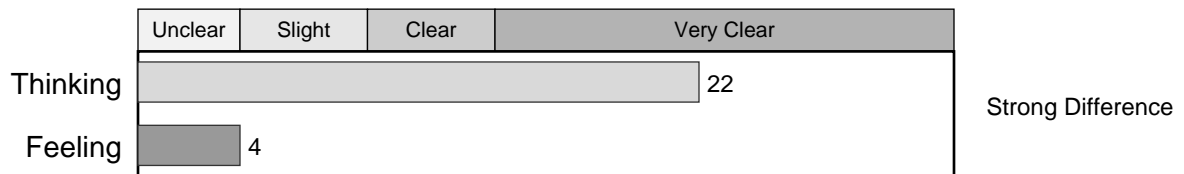
J/P: Method for Life Interaction/Orientation   Judgement ⟷ Perception

This dichotomy contains the two methods that are preferred for interacting with or orienting to life and living. It involves the opposite preferences of life by making decisions and judgements as opposed to life through perceptual experience. These two polar preferences represent what we see as we observe one another during the process of our daily lives. This dichotomy is in essence an innate expression of the individual's mental style of living; we will prefer to 'choose or experience' life. We are all able to learn to do elements of both ends of this dichotomy, but there is one that will be preferred the most.

Judgement: Individuals with a preference for living life through judgements and decisions enjoy planning and processing daily experiences. Comfort is experienced through the methodical organisation of tasks and activities. Satisfaction is achieved as each of the day's set goals is completed. When those who prefer Judgement are aware of the plans for events and activities, then they experience an assurance that the necessary tasks and goals will be finished in the allotted time. Interruptions in the plan or method can create frustration and distract these individuals. The preference to decide, act and have closure on the events of life is naturally pleasing to them. Getting an early start on an activity or task promotes a sense of well-being and peace.

Perception: The preference for living life through the process of perception is indicated when the experience of life is the desired process of life. Individuals who prefer the perceiving end of this dichotomy will tend to set the events of life in a flexible and open-ended style. For these individuals deadlines are met, but the process to achieve goals may be expressed or unfold over time. Unscheduled interruptions are viewed as a natural part of living with little stress or concern over the resulting diversions. Changes in plans or decisions regarding processes are viewed as simply elements of the emergent style of life. They can become bored or irritated with the restrictions of rigid schedules or guidelines.

Your responses to the MajorsPTI™ indicate a preference for: Judging

Unclear	Slight	Clear	Very Clear

Judging	23	Strong Difference
Perceiving	4	
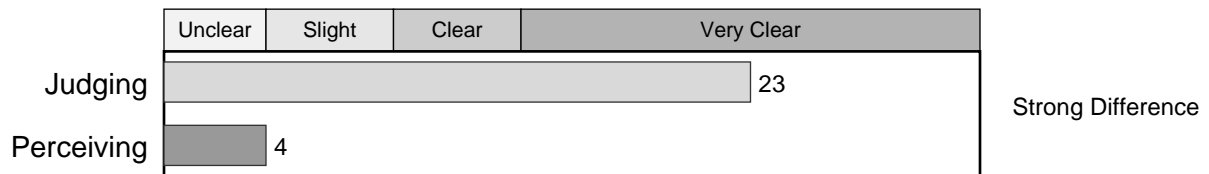
Your Whole Type Results

The results of your responses to the four-type dichotomous dimensions can be summed up in the common four-letter code of psychological type. Your reported result for one end of each of the dichotomies (E/I, S/N, T/F and J/P) is presented as **ISTJ**. This indicates your preferences for *Introversion*, *Sensing*, *Thinking* and *Judgement* as presented in the four-type dimension results previously.

<div align="center">

ISTJ

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Individuals preferring ISTJ are dependable, responsible and have a desire to know and experience the facts as they are without embellishment. They desire to take care of things that need to be done with attention to detail and with little or no prompting. These individuals will tend to keep reactions to themselves, yet their internal reactions may be very strong. They are observant of the details and facts, having a need to carefully follow procedures and always wanting things done right. At times they are challenged by the unrealistic expectation that everyone should be as logical and analytical as themselves. When experiencing stress they may push too hard on projects, becoming rigid about structure and plans, and then burn out and isolate.

Confirming Your Type: Only you can determine which of the 16 Types is your best fit. Sometimes the process takes time and study to gain a complete enough understanding to recognise your fit. When you have read through the remainder of the report, you are encouraged to go to the last page and read the Brief Descriptions of the 16 Types. It is perfectly normal for it to take time to come to a clear decision.

Application Area

Leadership Methods: Are based on concrete facts and prior experience that is delivered in an organised, reliable and persistent way. They are responsive to the immediate issues within organisations by focusing on what is known and practical. They prefer to be involved with those who complete tasks by following traditional structure and rules. They tend not to be comfortable with changing the course without sufficient logically presented facts.

Learning Preference: Is for a structured environment where learning is presented sequentially and has practical application for current needs. Because these individuals take learning seriously, they prefer to have the opportunity to ask questions, as the need for clarification arises, so they can get the maximum out of the experience.

Work and Activity Preferences: These individuals prefer to participate in projects and activities by making certain that a clear direction is maintained, which will result in prompt, successful completion of tasks. This requires them to be a voice that points out unnecessary and unproductive suggestions, while directing activities towards efforts that use time and energy efficiently.

In Closing

This completes your MajorsPTI™ Personality Report. This report provides an important point along your path of continued positive growth and self-understanding. You are encouraged to return frequently to the information presented here and allow yourself the chance to integrate the elements of your personality into your choice of actions in your daily life. The truth is that the more we know about the complexity of our personalities the more freedom we have in choosing a wider variety of behaviours and possibilities in our lives. The information frees us to act without blindly following the constraints that come from our innate personality preferences that push and tug at our decisions and actions.

Further Reading

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Brief Descriptions of the 16 Types

	Thinking SENSING Feeling		Feeling INTUITING Thinking	
Judgement / **INTROVERSION**	**ISTJ** Dependable, responsible with a desire to know /experience the facts without embellishment. Handles things with attention to detail and little or no prompting. Will keep reactions to themselves (internal reactions may be strong). Observing of the details and facts, follows procedures and wants things done right. The expectation that others must be logical and analytical creates problems.	**ISFJ** Devoted to practical actions that help others, while displaying a warm, caring style. Have strong reactions to violations of common sense that have negative consequences for others. Values structure and hard work that bring projects to completion. Very responsible for decisions and seldom chooses impulsively. Lack of structure causes retreat to the self-absorption of inner thought and emotional reactions.	**INFJ** Stimulated by problems requiring innovation and new concepts. Provide insight into challenges involving people. Resolves issues using complex and abstract methods. Needs harmony and values helping and seeing others grow and develop. Conceptualises independently but seeks approval from others. Coming up with new methods can put them in conflict with the real goal and the agendas of others.	**INTJ** Focus on thoughts that are formed from the symbolic nature of perceived experience. Drawn to know all that can be known about the current area of involvement. Connects others with the plan by education and inspiration. Displays ability when pushed and challenged in projects/problems. Becomes single-mindedly focused upon 'the goal' to the exclusion of input from others.
Perception	**ISTP** Seek the underlying principles that explain how things work and function in the external world. Use their logic for producing efficient spontaneous problem solving. Organise information and facts internally and externally when pressured by the need to succeed. Understand the facts of situations by observational skills. They may ignore contributions of others in favour of their logical decision making.	**ISFP** Have the characteristic of actively demonstrating warmth and caring for others. Will exert extra effort to help complete valued projects. Loyalty to values makes them steadfast in relationships and organisations. Display flexibility and accommodation to others. Prefer variety/variability on tasks and projects. May view themselves as inadequate even with positive feedback.	**INFP** Hold a strong idealised set of beliefs, which leads to faithfulness in duties and obligations. Will be cautious in developing relationships. Tend to facilitate the potential in others. Motivated by the value/meaning behind important projects. Convictions are seldom ever expressed openly. When unable to contribute to meaningful activities they may see themselves negatively and may lose confidence.	**INTP** Respond to current experiences through the principles or concepts from their thoughts about the situation. Enjoy the discussion and debating of ideas with similar friends. Process problems and situations in terms of logical cause and effect. Drawn to precise language and descriptions with no ambiguity. Disconnect from the outside world may lead to nonproductive behaviour.
Perception / **EXTRAVERSION**	**ESTP** Contributes to tasks and events through friendly and adaptable actions. Consolidates the facts about a situation to find a solution. Seeks physical experiences and is curious about sensory information. Pragmatists that prefer to confront the actual problem directly, with no need for alternative possibilities. Abstract ideas may result in backing away from problems until concrete proof is offered.	**ESFP** Focuses on experiencing and accepting life as it is, while contributing to the well-being of others. Has a good command of applied facts and data. Problem-solves through using tools and processes in new ways. Learns through direct contact with actual conditions, not in abstract or classroom testing. Need for excitement and change can produce boredom during sedentary tasks.	**ENFP** Drawn to the outer world of new ideas and possibilities involving work and play. Too many possible projects and aspects to situations can make it difficult to act. Will brainstorm new approaches that are the most efficient solutions. Skilled concerning the issues of others and attempts to get things back on track. Pushing too much detail into their conceptualisation process causes glaze over.	**ENTP** Energies are focused on the possibilities and promotion of innovation that completes projects. Objectively solves issues with people and is self-critical when in error. Sees data and information as conceptual frameworks that help others to comprehend. Use logic to solve complex issues in projects/problems. Becomes frustrated with the monotony of things after the problems are solved.
Judgement	**ESTJ** Have a strong need to bring about/establish logical order in the world. Objectively organise projects to assure that nothing is overlooked. Desire to be responsible and expect responsibility from others. Communicate directly and quickly get to the bottom line. May come to decisions too quickly without adequate information or concern for others' input.	**ESFJ** Concerned with fellow ship and harmony in everyday contacts and relationships. Look for the positive in others and value their opinions. View situations and problems with a pragmatic goal orientation. Plan/organise based on concrete knowledge and their concept of right and wrong. The desire for harmony may not allow them to be truthful regarding problems.	**ENFJ** Actively care for the concerns of others. Bring harmony to relationships and situations. Help others reach their maximum potential. Believe in being conscientious and orderly while working on projects, expecting the same from others. Will identify the possibilities that emerge from others' opinions. May jump to conclusions regarding individuals/situations and create problems.	**ENTJ** Prefer to live and work by organising, making certain that achievements and success are realised. Complete projects by establishing order using procedures and systematic structures. Operate with clear standards of right and wrong. Interested in the possibilities that are not obvious or presently known. Snap decisions may not be sound, if the input from others is ignored.