



ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ



Psychological Type Indicator

PTI

Sample Report

3/4/2017

HRD Press, Inc.
Amherst, Massachusetts

PTI Psychological Type Indicator

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Introduction

The Background to Psychological Type

One of the earliest known theories of human typology is from the Greek philosopher Hippocrates who proposed four fundamental types of sanguine (happy), choleric (irritable), melancholic (sad), and phlegmatic (calm). Many other personality characteristics or behaviors have been further drawn out from these four temperaments, although the premise of the four temperaments has been relatively enduring through the ages. Carl Jung, an early student of Sigmund Freud, was perhaps the greatest proponent of typological personality theory, and classified personality into eight types. Numerous other type theories have been proposed but none has been so successfully applied and scientifically accepted as Jungian type theory.

Type indicator questionnaires (such as the MBTI, JTI, and PTI), based on Jung's psychology, have been designed to measure the attitudes and functions of the individual's personality in order to determine their personality type based on these four dimensions. The four tiers or dimensions of personality are:

Preferences		Process
Extroversion (E)	Introversion (I)	Attitude
Sensing (S)	Intuition (N)	Function
Thinking (T)	Feeling (F)	Function
Judging (J)	Perceiving (P)	Attitude

Each of the four preferences is symbolized by its first letter (except for iNtuition, which is symbolized by the letter "N" to avoid confusing it with Introversion). The combination of the four preferences gives a possible 16 combinations of personality type, e.g., ESTP, INFJ, ENFP, etc.

The Psychological Type Indicator (PTI) is an assessment of Jungian Type that has been designed to help individuals find the type that most closely matches their preferences.

This report provides summary feedback based on the results of your PTI.

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General Type Preference Descriptors

The following information offers a brief summary of Jung's psychological type theory. Jung suggested that there are four preferences:

- **Either Extroversion (E) or Introversion (I)**
Our energy orientation toward the world around us (attitude). Extroverts relate more easily to the world of people, things, and events outside of themselves. They tend to be more outgoing, active, and responsive to their environment. Introverts relate more easily to the ideas and concepts in their mind. They are focused on subjective experiences that are viewed individually.
- **Either Sensing (S) or Intuition (N)**
Two different ways in which we perceive and gather information (function). When you are perceiving with your Sensing process, you are interested in what your five senses show you - what exists in the present. Information perceived is taken as given, and reality of experiences is appreciated. When you are perceiving with your Intuition, you are using your imagination to see new possibilities and insights hidden from the senses. Intuition is an unconscious process that looks to explore and gain new insights.
- **Either Thinking (T) or Feeling (F)**
Two ways in which we make judgments and decisions (function). When you make judgments with your Thinking, you base your decisions on impersonal analysis and logic. Thinking types focus on facts and are less concerned with feelings, or can ignore emotions. When you make your judgments with your Feeling, you base your decisions on your values. Feeling types operate best when they can develop relationships and share feelings. They act according to values such as seeking harmony, satisfaction, and emotional well-being.
- **Either Judging (J) or Perceiving (P)**
Two ways of living in the world around us (attitude). When you are living by your Judgment, you like to have things decided; your life is likely to be planned and orderly. Life is more regulated and events prepared. When you are living by your Perception, you do not want to miss anything; your way of life is likely to be spontaneous and flexible. Opportunity for new experience and being able to adapt to changing circumstances are sources of stimulation to the Perceiving type.

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Key Descriptors for Each Preference

A description of each preference and typical behaviors of each type are given below.

The Attitudes

Introversion	Extroversion
<ul style="list-style-type: none"> • Prefer reflection • Prefer to write more than talk • Enjoy social contact, but need to recover from it • Want to understand something before trying it • Persistent • Like a quiet space to work in 	<ul style="list-style-type: none"> • Prefer action • Talk readily • Want to experience things in order to understand • Gain energy from others • Like variety • Work by trial and error

Judging	Perceiving
<ul style="list-style-type: none"> • Decisive • Industrious and determined • Organized and systematic • Uneasy about unplanned happenings • Take deadlines seriously • Like to have things decided and settled 	<ul style="list-style-type: none"> • Curious • Flexible and tolerant • Leave things open • Pull things together well at the last minute • Expect to find new experiences interesting • Sample many more experiences than can be digested or used

The Functions

Sensing	Intuition
<ul style="list-style-type: none"> • Like facts • Realistic and practical • Observant about what is actually happening • Work steadily and step-by-step • Enjoy owning things and making them work • Patient and good with detail 	<ul style="list-style-type: none"> • See patterns and possibilities • Imaginative, speculative • Like to see the overall picture • Work in bursts of energy with quiet periods in between (need inspiration) • Like variety • Impatient with routine

Thinking	Feeling
<ul style="list-style-type: none"> • Fair, firm minded, and skeptical • Like to use reason and objectivity • Brief and businesslike • Analytical and logical • Critical • Clear and consistent principles 	<ul style="list-style-type: none"> • Warm, sympathetic, aware of how others feel • Trusting • Enjoy pleasing others • Need harmony • Will often avoid conflict • Clear and consistent values

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Summary Descriptions of the 16 Personality Types

Your type is shaded green.

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

ISTJ

ISTJs prefer dealing with facts, and making decisions after considering the various options. They organize their life on a logical basis. They are quiet, serious, and well prepared for most eventualities. They are keen observers of life, developing good understanding of situations, which is often not expressed. They have a strong sense of practical objectives and work efficiently to meet them.

ISFJ

ISFJs prefer dealing with facts and people, and making decisions on the basis of personal values. Their lives are organized on a personal basis, seeking to enjoy relationships with people they like. They are quiet, serious observers of people, and are both conscientious and loyal. They prefer work that involves being of practical service to people. They are often concerned for and perceptive of how other people feel, and dislike confrontation and conflict.

INFJ

INFJs take their energy from the inner world of thoughts and emotions. They prefer dealing with patterns and possibilities, particularly for people, and they make decisions using personal values. Their lives are organized on a personal basis. They often have a private sense of purpose in life, and work steadily to fulfill that goal. They demonstrate a quiet concern for people, being interested in helping them to develop and grow. They are good at developing insight into people, though it can often remain unexpressed.

INTJ

INTJs prefer dealing with patterns and possibilities for the future, and making decisions using impersonal analysis. Their lives are organized on a logical basis. They are strategists, identifying long-term goals and organizing life to meet them. They tend to be skeptical and critical, both of self and others, with a keen sense of deficiencies in quality and competence. They often have strong intellects, yet are able to attend to details that are relevant to the strategy.

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Summary Descriptions of the 16 Personality Types

ISTP

ISTPs prefer dealing with facts and making decisions on a logical basis. Their lives are flexible, demonstrating an interest in acquiring new information that leads to a practical understanding of the way the world works. They are quiet and detached, and adaptable (up to a point). They are often good at solving organizational problems that need to be thought through. They are curious about how and why things work, and can seem impulsive, sometimes producing surprising ideas or doing something unpredictable.

ISFP

ISFPs prefer dealing with facts and people, and making decisions on the basis of personal values. They are adaptable (up to a point), quiet, and friendly. They are interested in people, enjoying their company, preferably on an individual basis or in small numbers. They take a caring and sensitive approach to helping others. They enjoy the present and tend to dislike confrontation and conflict. They usually act as very supportive members of a team.

INFP

INFPs prefer dealing with patterns and possibilities, especially for people, and prefer to make decisions on the basis of personal values. Their lives are flexible, following new insights and possibilities as they arise. They are quiet and adaptable (up to a point - when their values are violated the normally adaptable INFPs can surprise people with their stance). They will seem to be interested in ideas, and they may sometimes make creative contributions. They have a hidden warmth for people, and a desire to see self and others grow and develop. They prefer to undertake work that has a meaningful purpose.

INTP

INTPs prefer dealing with patterns and possibilities, and making decisions on a logical basis. Their lives are flexible, following new insights and possibilities as they arise. They are quiet and detached, and adaptable (up to a point - sometimes they may stop adapting, insisting that there is a clear principle at stake). They are not interested in routine, and will often experiment or change things to see if they can be improved. They operate at their best when solving complex problems that require the application of intellect.

ESTP

ESTPs prefer dealing with facts, which they usually view objectively, and they make decisions on a logical basis. Their lives are flexible, consisting of a series of activities that interest them. They are action-oriented problem solvers, and prefer to work with practical organizational issues. They can be impulsive, and like taking part in trouble-shooting-type work. They can sometimes neglect follow through, but will work best when there is a lot going on that needs organizing and solving.

ESFP

ESFPs prefer dealing with facts, which they usually take at face value. They also prefer dealing with the present and with people, and probably derive much enjoyment out of friendships. Their lives are flexible, living very much in the present and responding to things as they arise. They are impulsive and friendly, seeking enjoyment out of life, and make new friends easily. They like taking part in solving urgent problems, such as fire fighting or troubleshooting. They operate best in practical situations involving people.

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Summary Descriptions of the 16 Personality Types

ENFP

ENFPs prefer dealing with patterns and possibilities, particularly for people, and make decisions on the basis of personal values. Their lives are flexible, following new insights and possibilities as they arise. They are creative and insightful, often seeking to try new ideas that can be of benefit to people. They may sometimes neglect details and planning, but they enjoy work that involves experimentation and variety, working toward a general goal.

ENTP

ENTPs prefer dealing with patterns and possibilities, and making decisions on a logical basis. They are adaptable, tending to focus on new ideas and interests as they arise, particularly if they involve increasing their competence or skill. They are often ingenious problem solvers, constantly trying new ideas out, which can make it seem as if they enjoy a good argument. They are interested in instigating change, and operate best in overcoming new difficulties where the solution requires the application of creative effort.

ESTJ

ESTJs prefer dealing with facts and the present, and make decisions using logic. Their lives are organized on a logical basis. They are therefore practical, and likely to implement tried and trusted solutions to practical problems in a businesslike and impersonal manner. They prefer to ensure that the details have been taken care of rather than spend time considering concepts and strategies.

ESFJ

ESFJs prefer dealing with facts and making decisions on the basis of personal values. They like dealing with people and organize life on a personal basis. They are usually warm people, seeking to maintain harmonious relationships with colleagues and friends who are a very important part of their lives. They can find conflict and criticism difficult to handle. They have a strong sense of duty and loyalty, and are driven by a need to belong and be of service to people.

ENFJ

ENFJs prefer dealing with patterns and possibilities, particularly for people, and make decisions using personal values. Their lives are organized on a personal basis, seeking to develop and maintain stable relationships with those people they like. They are actively concerned with promoting personal growth in others. They are also highly sociable and expressive of feelings toward others, but can find conflict and criticism difficult, particularly if it might damage long-term relationships. They work best in situations involving people.

ENTJ

ENTJs prefer dealing with patterns and possibilities, and making decisions after considering the consequences of the various courses of action. Their lives are organized on a logical basis. They tend to control life, organizing systems and people to meet task-oriented goals. They often take the role of executive or director, using a business-like and impersonal approach. They may appear intolerant of people who do not set high standards for themselves or don't seem to be good at what they do.

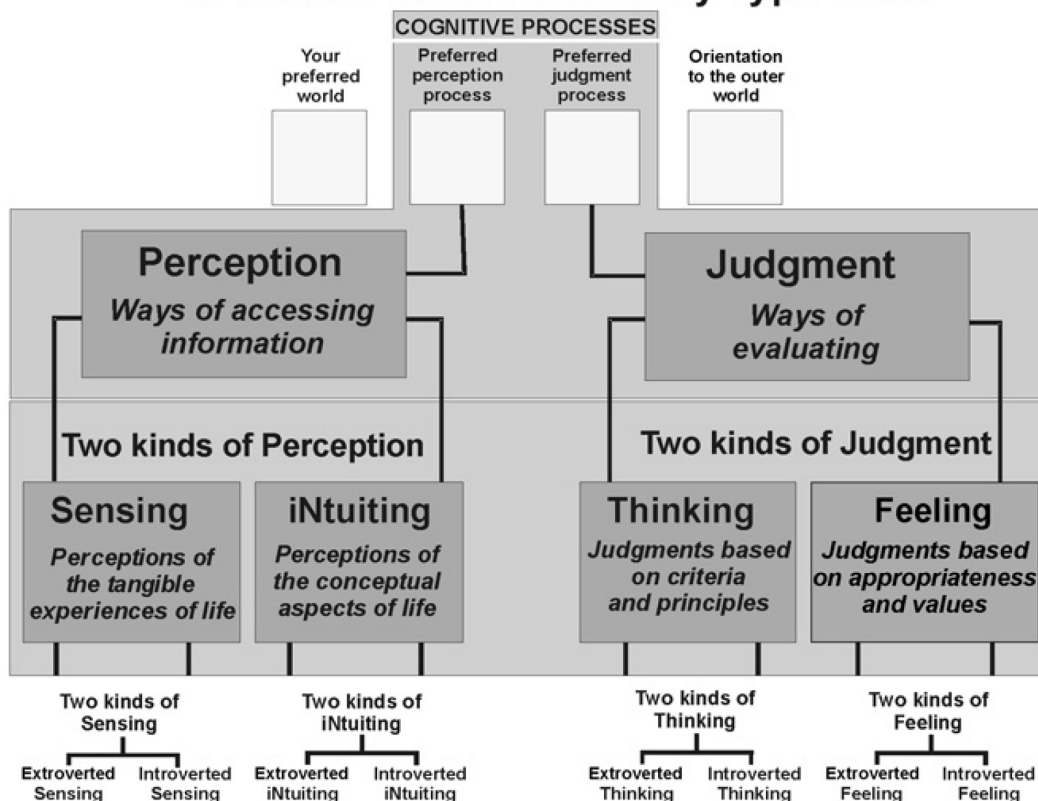
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Understanding the Psychological Type Codes

The following hierarchical diagram represents a simple but useful way to understand the way that the 16 psychological types are described by the letters in Jung's cognitive processes.

1. Write your type into the four blank boxes at the top of the diagram.
2. Look at the last letter in the code. It tells you which of the two middle letters is extroverted - if it is J, then the T or F (the third letter) in the code is used in the external world. If it is P, then the S or N (the second letter) in the code is used in the external world.
3. Once you have determined which process is extroverted, you can now determine that the remaining middle letter in the code is introverted.
4. Look at the first letter in the code. If it is an "E," then the extroverted process identified in step two is the dominant process. If it is an "I," then the introverted process identified in step two is the dominant process.
5. The remaining middle letter is the supporting or auxiliary process.

Jung's Cognitive processes as they appear in the four-letter Personality Type Code



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Your Results

Your PTI results are below and a summary chart that identifies your type is on the next page. Your type is shaded green. At the end of this section is a one-page summary of your type.

An 8-page TypeBook resource for your type follows and covers:

- How to communicate with this type
- Contributions of this type to a team
- Career preferences for this type
- Signs of stress in this type
- Time management for this type
- Conflict resolution with this type
- General hints and tips for this type

Your PTI Results

There are 4 bi-polar scales in the PTI. 29 questions apply to each of these scales. When you make a selection, your score will contribute to, for example, either E (extroversion) or I (introversion), but not both.

The shaded range displays the total number of your answers contributing to each end of the scale. The further the shading extends towards each type letter at the end of the scale, the more likely you are to use this behavior most of the time. The darkened block is the midpoint and this identifies your type on the scale.

