

Inspirational
Interactive
Interesting
Spontaneous
Risk Takers
Adventurous
Optimistic
Like tools
Problem Solver
Centre of Attention
Needs variety
Bring Excitement
Endurance
Dynamic
Active
Animated
Competitive
Generous

DOWNSIDE
Impulsive
Irritating
Attacks

GROWTH AREA
to Check

SP: EXPERIENCERS: They are craftsmen, sports lovers, adventurers. People who love to have a good time and hate feeling tied down and restricted.

COMMUNICATION STYLE: SP's talk mostly about what is going on in the moment and what is immediately at hand. They take things literally rather than figuratively and use similies rather than metaphors. Their speech is filled with details and devoid of planning. Inclined to be specific rather than general.

NF: IDEALISTS: Intuitive Feelers are sensitive, expressive and spiritual.

COMMUNICATION STYLE: NF's are sensitive to subtleties in gestures and metaphoric behaviour. When NT's and NF's are together, some great abstract conversations can happen. They are rich in hyperbole and exaggeration and yet short on gradation: it's either amazing or disgusting.

DOWNSIDE
Slow
Sensitive
Acquiesces

GROWTH AREA
to Initiate

Stable
Sincere
Ideals
Nurturing
Supportive
Responsible
Adaptable
Harmony
Based on Feelings
Close relationships
Looks for symbolism
Likes feel unique
Shares emotions
Compromise
Cooperate
Considerate
Conciencious
Dependable
Systematic
Helpful
Into causes
Helping others
Practical

Direct
Decisive
Doer
Logical
Innovative
Irreverent
Tenacious
Future focused
Work is play
Detached
Oblivious to emotions
Value concise communication
Are curious
Results oriented
Independent
Original Ideas
Strategic
Versatile

LANGUAGE
Results

TRIGGER
Time

BIAS
Convincing

QUESTIONS
What

Response: Quick, Sustained (hot, dry)
Type: Ruling Dominant
Roles: Leaders, Producers, Builders
Fire

NT: CONEPTUALISTS: Intuitive Thinkers are independent, logical and skeptical. Above all, they value competence.

COMMUNICATION STYLE: NT's prefer to use abstract language. They speak more of ideas rather than objects. They avoid the irrelevant, trivial and redundant. They do not waste words, state the obvious or repeat themselves. They assume that what is obvious to them is obvious to others. They do this as to not bore or offend their listeners. They enjoy playing with words.

Response: Slow, Sustained (cold, dry)
Type: Avoiding
Roles: Artists, Inventors, Doctors Philosophers Earth

LANGUAGE
Relationship

TRIGGER
People

BIAS
Connection

QUESTIONS
Why

Response: Slow, Short Lived (cold, wet)
Type: Getting
Roles: Diplomats, Accountants, Teachers Water

SJ: TRADITIONALISTS: They are rule people. Serious and responsible. They like to feel needed and useful. You can really count on them.

COMMUNICATION STYLE: SJ's speech moves from one topic to another associatively. No single topic is pursued at length and issues, if surfaced, tend not to get settled. They are good at small talk. They remember facts - peoples birthdays, kids names etc. This is concrete. They are wary of fancy words and prefer conventional language and old sayings.

LANGUAGE
Process

TRIGGER
Information

BIAS
Clarity

QUESTIONS
How

Cautious
Careful
Conscientious
Idealistic
Organized
Schedule lives
Goal oriented
Value rules
Values inspiration
Desire punctuality
Keep commitments
Personal growth
Work before Play
Traditional
Perceptive
Dutiful
Stable
Order
Dedicated
Self-sufficient

DOWNSIDE
Calculating
Condescending
Withdraws

GROWTH AREA
to Declare

