



MYERS-BRIGGS TYPE INDICATOR® | STEP II™ INTERPRETIVE REPORT

Prepared for
SUE SAMPLE

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About Your Report

Your Myers-Briggs® Step II™ Interpretive Report is an in-depth, personalized description of your personality preferences, derived from your answers to the MBTI® assessment. It includes your Step I™ results and your four-letter type, along with your Step II results, which show some of the unique ways you express your Step I type.

The MBTI assessment was developed by Isabel Myers and Katharine Briggs as an application of Carl Jung’s theory of personality types. This theory suggests that we have opposite ways of directing and receiving energy (Extraversion or Introversion), taking in information (Sensing or Intuition), deciding or coming to conclusions about that information (Thinking or Feeling), and approaching the outside world (Judging or Perceiving).

Everyone can and does use each of these eight parts of personality at least some of the time but prefers one in each pair over the other, just as most people have a natural preference for using one hand rather than the other. No preference in a pair is better or more desirable than its opposite.

The MBTI assessment does not measure your skills or abilities in any area. Rather, it is a tool to help you become aware of your particular style and to better understand and appreciate the helpful ways that people differ from one another.

YOUR REPORT CONTAINS

- Your Step I™ Results
- Your Step II™ Facet Results
- Applying Step II™ Results to Communicating
- Applying Step II™ Results to Making Decisions
- Applying Step II™ Results to Managing Change
- Applying Step II™ Results to Managing Conflict
- How the Parts of Your Personality Work Together
- Integrating Step I™ and Step II™ Information
- Using Type to Gain Understanding
- Overview of Your Results

Extraversion

You focus on the outside world and get energy through interacting with people and/or doing things.



Introversion

You focus on the inner world and get energy through reflecting on information, ideas, and/or concepts.

Sensing

You notice and trust facts, details, and present realities.



Intuition

You attend to and trust interrelationships, theories, and future possibilities.

Thinking

You make decisions using logical analysis to achieve objectivity.



Feeling

You make decisions using person-centered values to achieve harmony.

Judging

You tend to be organized and orderly and to make decisions quickly.



Perceiving

You tend to be flexible and adaptable and to keep your options open as long as possible.



Your Step I™ Results

The paragraphs below and the graph that follows them provide information about the personality type you reported. Each of the four preferences you indicated is shown by a line on that side of the graph. The longer the line, the more clearly you expressed that preference.

Your reported Myers-Briggs personality type
INFJ

Your preferences
Introversion | Intuition | Feeling | Judging

INFJs are typically innovators in their areas of interest. They search for the meaning of what they observe and apply their insights to human development. They would rather focus on what they believe will make a lasting difference in people’s lives than on what’s popular with others. Independent and individualistic, INFJs nevertheless value cooperation and harmony. They work to communicate their ideas to others and also validate others’ ideas. They would rather win cooperation than demand it. However, INFJs may develop a single-minded devotion to their ideas and feel frustrated when others don’t understand those ideas quickly.

They are most interested in helping people see new possibilities. They like others to develop a deeper understanding of themselves and often work one-on-one to help individuals do so. INFJs follow through conscientiously on what’s important to them. They are likely to be organized, although occasionally they may miss relevant details.

INFJs are likely to be most satisfied in a work environment that encourages people to develop to their fullest potential. People can count on them to recognize and stay focused on the big issues that affect everyone.

CLARITY OF YOUR PREFERENCES: INFJ



PCI RESULTS: INTROVERSION | 12 INTUITION | 14 FEELING | 26 JUDGING | 10

Does This Type Fit You?

Note the parts of the preceding description that fit you and any that don’t. Your Step II results on the next pages may help clarify any areas that don’t describe you well. If the Step I type you reported doesn’t fit, your Step II results may help suggest a different type that is more accurate for you.

STEP II™ FACETS



Extraversion

Initiating
Expressive
Gregarious
Active
Enthusiastic



Introversion

Receiving
Contained
Intimate
Reflective
Quiet



Sensing

Concrete
Realistic
Practical
Experiential
Traditional



Intuition

Abstract
Imaginative
Conceptual
Theoretical
Original



Thinking

Logical
Reasonable
Questioning
Critical
Tough



Feeling

Empathetic
Compassionate
Accommodating
Accepting
Tender



Judging

Systematic
Planful
Early Starting
Scheduled
Methodical



Perceiving

Casual
Open-Ended
Pressure-Prompted
Spontaneous
Emergent

Your Step II™ Facet Results

The MBTI Step II assessment indicates some of the complexity of your personality by showing your results on five different parts, or *facets*, for each of the Step I preference pairs, as shown on the left. Knowing your results on these 20 facets can help you better understand your unique way of experiencing and expressing your type.

Facts About the Facets

- The five facets within a preference do not cover or explain the full meaning of the preference.
- Each facet has a theme, such as “Ways to connect with others.”
- Each facet has two opposite poles (e.g., Initiating and Receiving).
- The facets are scored differently than are the preferences, and so your five facet scores don’t add up to your Step I preference score.

How to Read Your Step II™ Results

The next few pages show graphs of your facet results. Each graph includes

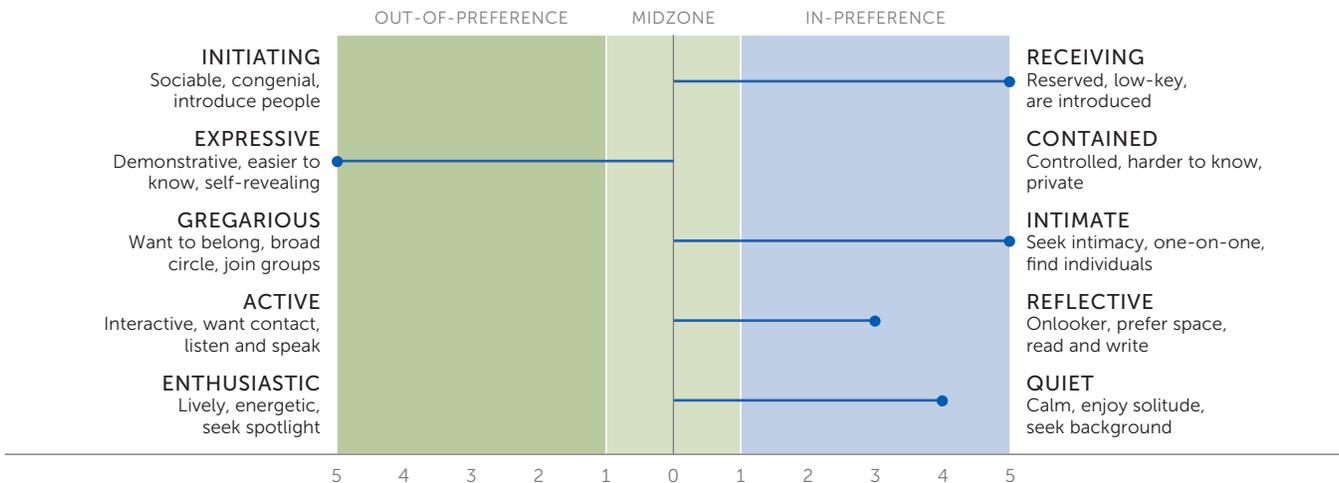
- Brief descriptions of two opposite MBTI Step I preferences.
- The names of the five facet poles associated with each Step I preference and three descriptive words or phrases for each pole.
- A line indicating your score. The length of the line shows how clearly you scored toward that pole.
 - You are more likely to favor the pole on the same side as your Step I preference, an *in-preference* result, represented by a score of 2–5 on a blue background. Thus you are more likely to favor the Initiating pole if you prefer Extraversion and the Receiving pole if you prefer Introversion.
 - Or you might favor a pole that is opposite to your Step I preference, an *out-of-preference* result, represented by a score of 2–5 on the opposite side on a dark green background.
 - Or you might show no clear preference for either pole, a *midzone* result, represented by a score of 0 or 1 on either side on a light green background.

Below each graph is a chart describing your facet results. The left column lists the facet theme (e.g., “Ways to connect with others”), your facet result, and its category (in-preference, out-of-preference, or midzone). The middle and right columns list ways people with your facet results are typically described. If a set of statements in the chart doesn’t seem to fit, perhaps you would be better described by the opposite pole or the midzone. To understand an opposite facet pole, read the short descriptors for each in the graph above.



EXTRAVERSION  Directing energy toward the outer world of people and objects

INTROVERSION  Directing energy toward the inner world of experience and ideas

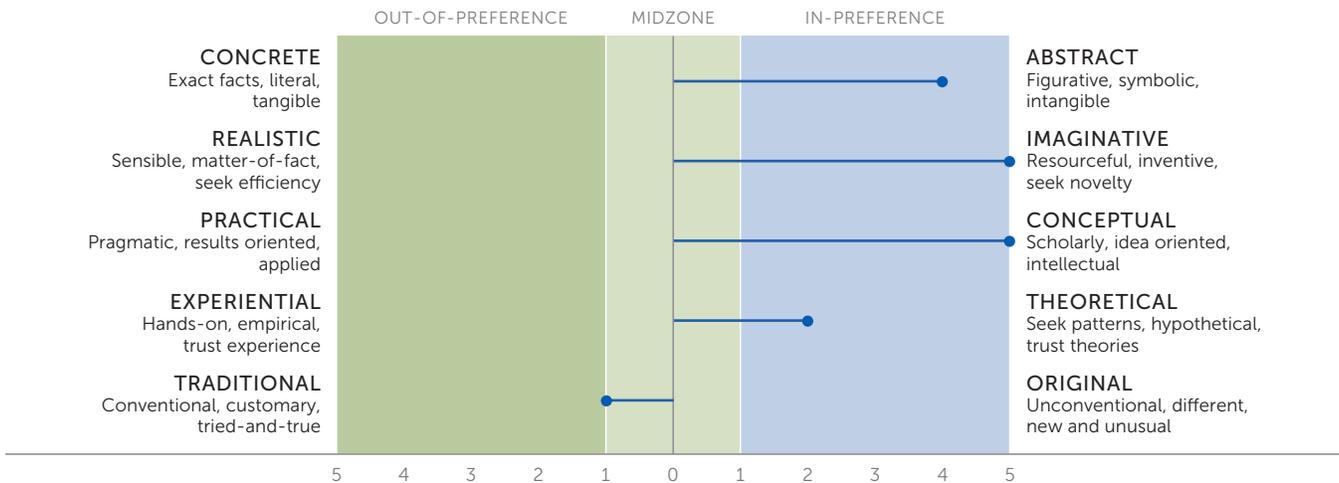


<p>Ways to connect with others</p> <p>RECEIVING in-preference</p>	<p>Consider social obligations unimportant and leave them to others.</p> <p>Prefer in-depth discussion about important issues; hate small talk.</p> <p>May be seen by others as quiet and shy.</p>	<p>Believe it is intrusive to set people up socially and don't want others to do it for you.</p> <p>When making telephone calls, prefer to be alone; when receiving calls, see them as unwelcome interruptions.</p>
<p>Communicating feelings, thoughts, interests</p> <p>EXPRESSIVE out-of-preference</p>	<p>Talk a lot and are seen as sociable rather than reserved.</p> <p>Want people close to you to be as expressive of their feelings as you are.</p> <p>Typically talk about your deepest feelings only with intimate friends.</p>	<p>Open up with those you don't know well when you feel secure.</p> <p>Are seen as energetic and enthusiastic.</p> <p>May be seen as dominating a conversation when you seek in-depth answers to your questions.</p>
<p>Breadth and depth of relationships</p> <p>INTIMATE in-preference</p>	<p>Would rather relate to a few significant others than be in a large group.</p> <p>Draw sharp distinctions between friends and acquaintances.</p> <p>Seek in-depth involvement with individuals.</p>	<p>Respect others' individuality and want the same respect in turn.</p> <p>Need to trust people before sharing much about yourself.</p>
<p>Ways to communicate, socialize, learn</p> <p>REFLECTIVE in-preference</p>	<p>Prefer detached observation and reflection to active participation in the outside world.</p> <p>Can concentrate better on written material than on someone talking.</p>	<p>Learn and retain material better by reading it.</p> <p>Feel more secure writing down your ideas than giving an oral presentation.</p>
<p>Level and kind of energy</p> <p>QUIET in-preference</p>	<p>Prefer calm, serenity, even silence.</p> <p>Are bothered by noisy circumstances and places.</p> <p>Present yourself modestly and prefer to stay in the background.</p>	<p>Don't feel the need to talk in a social situation.</p> <p>Find that your contributions are easily overlooked.</p> <p>Have a calming effect on groups.</p> <p>Like being with other quiet people.</p>



SENSING **s**
Focusing on what can be perceived using the five senses

INTUITION **n**
Focusing on perceiving patterns and interrelationships

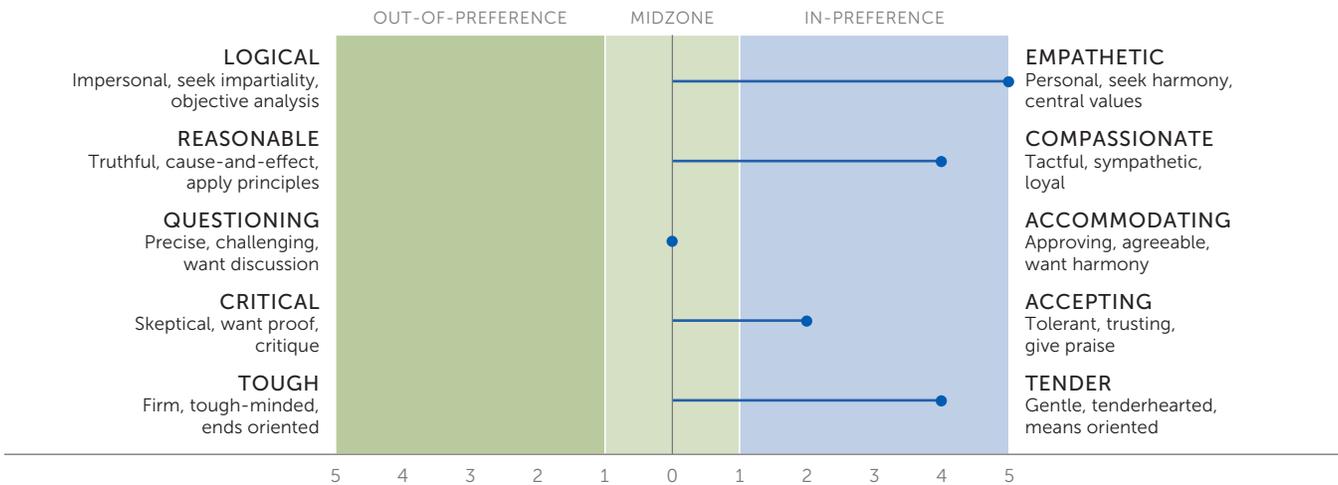


<p>Focus of attention ABSTRACT in-preference</p>	<p>Like to go beyond the surface and read between the lines. May use metaphors to explain your views. Consider context and interrelationships important.</p>	<p>Make mental leaps and enjoy brainstorming. May find it hard to identify the evidence for your ideas. May find it hard to disengage from the tangents you've followed.</p>
<p>How information is used IMAGINATIVE in-preference</p>	<p>Like ingenuity for its own sake. Want to experience what is innovative and different. Are resourceful in dealing with new and unusual experiences.</p>	<p>Prefer not to do things the same way twice. Readily envision what is needed for the future and enjoy strategic planning. May enjoy humor and word games based on nuance.</p>
<p>How ideas are used CONCEPTUAL in-preference</p>	<p>Enjoy the role of scholar and thinker. Like acquiring new knowledge for its own sake. Value mental virtuosity.</p>	<p>Focus on the concept, not its application. Prefer starting with an idea. Find that practical uses for your ideas may come as afterthoughts.</p>
<p>Kind of knowledge trusted THEORETICAL in-preference</p>	<p>Trust theory and believe it has a reality of its own. Enjoy dealing with the intangible. Are future oriented.</p>	<p>Like to invent new theories even more than applying your "old" ones. See almost everything as fitting into a pattern or theoretical context.</p>
<p>Approach to traditions TRADITIONAL-ORIGINAL midzone</p>	<p>Don't mind following established and proven methods if it doesn't conflict with your desire for originality. Are eager to change procedures that don't work.</p>	<p>Value traditions in family and work activities. Prefer an innovative approach but are willing to consider a conventional approach. Enjoy tradition when it doesn't conflict with your need for novelty.</p>



THINKING 
Basing conclusions on logical analysis
with a focus on objectivity

FEELING 
Basing conclusions on personal or social values
with a focus on harmony



Ideal decision-making approach EMPATHETIC in-preference	Focus on how a decision may affect what's important to you and others. Have a knack for identifying your own and others' feelings about an issue. Are sensitive to the overall mood in a group.	Believe that following your personal appraisal of a situation is the best way to make a decision. Weigh positive and negative feelings in a situation and decide on that basis.
Actual decision-making method COMPASSIONATE in-preference	Trust your own values as a reliable basis for decision making. Are in touch with your own and others' feelings and values.	Are influenced by your likes and dislikes in making decisions. Subjectively decide, based on benefit and harm to the people involved.
Ways to handle differences QUESTIONING-ACCOMMODATING midzone	Ask questions only as needed. Ask questions mildly and tactfully with the goal of facilitation.	Question and disagree in a style that is neither confrontational nor conciliatory. Become more confrontational and direct when an important value is threatened.
Communicating about disagreements ACCEPTING in-preference	Focus on the good in people and situations. Like to praise, forgive, and be kind to others. Expect others to respond to you with kindness.	Believe a win-win situation is usually possible. May be very disappointed when a win-win outcome does not occur.
How to carry out decisions TENDER in-preference	Want people to like you and are seen as warm. Use gentleness and affection to achieve your objective. Recognize that a purely rational decision can't always be achieved.	See lots of ways to arrive at an agreement. Give others the benefit of the doubt. Want everyone to feel good about the end result.



INTERPRETIVE REPORT

MYERS-BRIGGS TYPE INDICATOR® | STEP II™

SUE SAMPLE

INFJ | 8

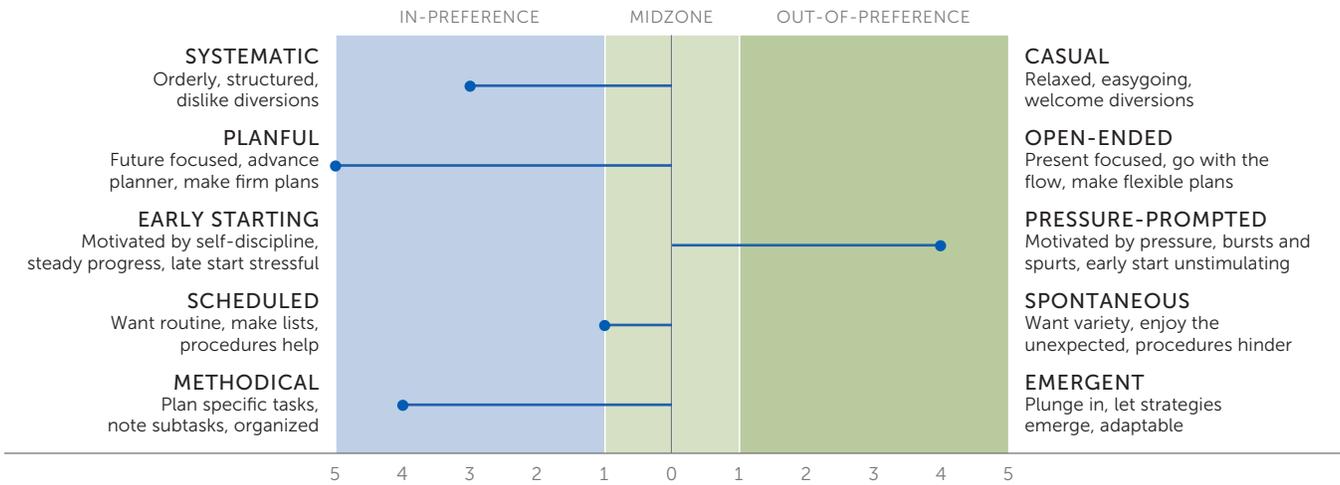
JUDGING

Preferring decisiveness and closure



PERCEIVING

Preferring flexibility and spontaneity



General organizational style SYSTEMATIC in-preference	Live by the motto "Be prepared!" Plan for the worst-case scenario with many contingencies in place.	Work within a superstructure of efficiency. Dislike any kind of diversion. Don't like surprises.
Approach to planning PLANFUL in-preference	Like to make long-range plans, especially for leisure activities. Enjoy looking ahead and planning for the future.	May enjoy the planning more than the doing. Feel that long-range planning makes you more efficient and ensures that things will happen the way you want.
Ways to manage time pressures PRESSURE-PROMPTED out-of-preference	Get bored if too little is happening. Like the variety and challenge of keeping several activities running smoothly at the same time.	Rather enjoy the stress of meeting deadlines. Find that when you use your organizational skills effectively you can successfully manage multiple activities.
Use of schedules and routines SCHEDULED-SPONTANEOUS midzone	Welcome a moderate amount of routine in your life. See routine as helpful in your work life but find it confining at home—or vice versa.	Feel that some routine provides predictability as well as freedom to respond to opportunities.
Approach to completing large tasks METHODICAL in-preference	Develop detailed plans for the task at hand. Thoroughly prepare in precise ways, specifying all the steps needed to accomplish the goal.	Define the subtasks of your work, including the order in which things should happen. Are likely to deliver what you have prepared in advance with little deviation.



Applying Step II™ Results to Communicating

All aspects of your type influence how you communicate, especially as part of a team. Nine of the facets are particularly relevant to communication. Your preferences for these nine facets along with tips for better communication appear below.

In addition to the tips in the table, keep in mind that communication for every type includes

- Telling others what kind of information you need.
- Asking others what they need.
- Monitoring your impatience when other styles dominate.
- Realizing that others likely are not trying to annoy you when they use their own communication styles.

YOUR FACET RESULT	COMMUNICATION STYLE	ENHANCING YOUR STYLE
Receiving	Focus on the task to be done rather than social expectations about introducing people.	Consider that sometimes the task may be better done when people know one another first.
Expressive	Say whatever is on your mind to anyone who will listen.	Recognize when it's important <i>not</i> to say what's on your mind and then don't say it.
Reflective	Like to communicate by reading and writing.	Recognize that your message might not get across unless you're willing to say it aloud.
Quiet	Experience your enthusiasms internally and don't show them to others.	Be aware that others will think you are uninterested; selectively let people know what really interests you.
Abstract	Talk about what you can infer from the here-and-now data.	Be open to the important details that you may be ignoring.
Questioning–Accommodating midzone	Ask some questions comfortably as long as this doesn't impede group consensus.	Choose carefully when you need to agree or when you need to ask questions.
Accepting	Take a naturally inclusive stance toward a broad range of views.	Be aware that others may be frustrated by your refusal to favor one view over the others.
Tender	Try to win people over to your point of view.	Accept that someone may get hurt; sometimes a win-win result is not possible.
Methodical	Identify the steps and their order before starting a task.	Be tolerant of others who plunge in without identifying steps.

Applying Step II™ Results to Making Decisions

Effective decision making requires gathering information from a variety of perspectives and applying sound methods of evaluating that information. Knowledge of the Step II facets gives us specific ways to enhance our decision making, especially those facets related to Sensing, Intuition, Thinking, and Feeling. Below are general questions associated with those facets. The facet poles you prefer are in *blue italics*. If you are in the midzone, neither pole is highlighted.

SENSING 	INTUITION 
Concrete: What do we know? How do we know it?	<i>Abstract: What else could this mean?</i>
Realistic: What are the real costs?	<i>Imaginative: What else can we come up with?</i>
Practical: Will it work?	<i>Conceptual: What other interesting ideas are there?</i>
Experiential: Can you show me how it works?	<i>Theoretical: How is it all interconnected?</i>
Traditional: Does anything really need changing?	Original: What's a new way to do this?
THINKING 	FEELING 
Logical: What are the pros and cons?	<i>Empathetic: What do we like and dislike?</i>
Reasonable: What are the logical consequences?	<i>Compassionate: What impact will this have on people?</i>
Questioning: But what about...?	Accommodating: How can we make everyone happy?
Critical: What's wrong with this?	<i>Accepting: What's beneficial in this?</i>
Tough: Why aren't we following through now?	<i>Tender: What about the people who will be hurt?</i>

Six different ways of evaluating information, called decision-making styles, have been identified based on two facets of the Thinking–Feeling preference pair: Logical–Empathetic and Reasonable–Compassionate.

Your style is **Empathetic and Compassionate**. This style means that you likely

- Trust the Feeling preference and readily make decisions based on your system of values.
- Recognize logical cause-and-effect factors but see them as secondary.
- Seek to create and maintain harmony through your decisions.
- Are seen as sensitive and tactful.
- Are sometimes seen as too kind and considerate.

TIPS

In individual problem solving, start by asking *all* the questions in the chart above.

- Pay careful attention to the answers. The questions that are opposite to the ones in *blue italics* may be key since they represent perspectives you aren't likely to consider.
- Try to balance your decision-making style by considering the less preferred parts of your personality.

In group problem solving, actively seek out people with different views. Ask for their concerns and perspectives.

- Do a final check to make sure that all the questions above have been asked and that different decision-making styles are included.
- If you are missing a perspective, make extra efforts to consider what it might add.



Applying Step II™ Results to Managing Change

Change seems to be inevitable and affects people in different ways. To help you deal with change,

- Be clear about what is changing and what is remaining the same.
- Identify what you need to know to understand the change and then seek out that information.

To help others deal with change,

- Encourage open discussion about the change; be aware that this is easier for some than for others.
- Make sure that both logical reasons and personal or social values have been considered.

Your personality type also influences your style of managing change, particularly your results on the nine facets below. Review the facets and tips for enhancing your response to change.

YOUR FACET RESULT	CHANGE MANAGEMENT STYLE	ENHANCING YOUR STYLE
Expressive	Freely share your feelings about the change with others.	Limit your expressiveness to those who appreciate your style; give others time to think things through.
Intimate	Discuss the changes and their impact on you only with those closest to you.	Consider sharing feelings with selected people outside your intimate circle.
Abstract	May make unwarranted inferences about the meaning of the change.	Check out your inferences with some facts and data.
Imaginative	Enjoy the novel aspects of the change and the resourcefulness it requires.	Recognize that there are real costs involved in pursuing novelty.
Theoretical	Put the change into a theoretical system.	Recognize that people's experiences may not be explained adequately by your theory.
Traditional–Original midzone	Want to keep the best of the established methods but are willing to change others.	Let others know the reasons for your views to help them understand your perspective.
Tender	Want people affected by the changes treated with kindness and consideration.	Decide how much insensitivity you can tolerate and act accordingly.
Planful	Plan as far in advance as possible for the changes.	Allow for the unexpected in your long-range plan—it will happen!
Methodical	Detail the many steps necessary to implement the changes.	Know that circumstances may require carefully developed steps to be changed in the moment.



Applying Step II™ Results to Managing Conflict

Conflicts are inevitable when working with others. People of distinct personality types may differ in what they define as conflict, how they react to it, and how they reach resolution. Although sometimes unpleasant, conflicts often lead to improved work situations and enhanced relationships.

Part of conflict management for every type includes

- Taking care of getting the work done while maintaining your relationships with the people involved.
- Recognizing that all perspectives have something to add, but any perspective used in its extreme and to the exclusion of its opposite will ultimately impede conflict resolution.

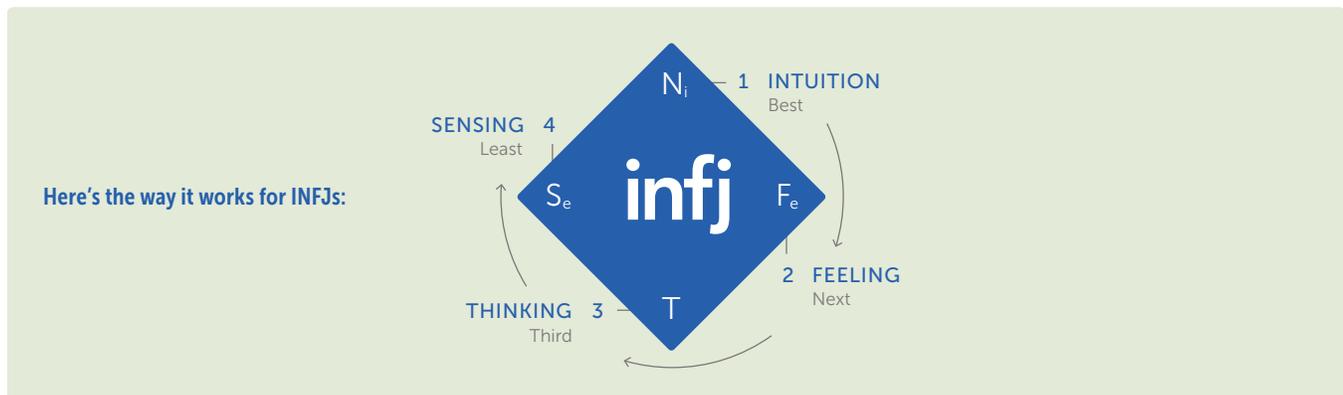
The table below explains how your results on six Step II facets may affect your efforts to manage conflict.

YOUR FACET RESULT	CONFLICT MANAGEMENT STYLE	ENHANCING YOUR STYLE
Expressive	Discuss the conflict and your emotional reactions to it immediately.	Be aware that even though others may not speak up immediately, they may feel strongly about the issue.
Intimate	Rely on yourself or a few trusted others in resolving the conflict.	Widen your circle to include others affected; they may have something valuable to contribute.
Questioning– Accommodating midzone	Ask some questions for clarification before reaching agreement.	Be careful that your style of questioning does not come off as confrontational.
Accepting	Look for points of agreement in others' arguments and ideas.	Recognize that some things are really worthy of criticism, so don't insist on agreement.
Tender	Strive for cooperation and minimize points of disagreement.	Recognize when cooperation is no longer helpful; sometimes people need to agree to disagree.
Pressure-Prompted	Feed off the pressure of working at the last minute and so fail to recognize that conflict can emerge from this style itself.	Use your style when working alone but set earlier deadlines for yourself when others depend on you to complete tasks.

In addition to your facet results, your decision-making style (as explained earlier) affects how you manage conflict. Your decision-making style is Empathetic and Compassionate. You are likely to focus on taking person-centered values into account, believing that others who don't are insensitive. To make your efforts to manage conflict more effective, be aware of two possible extreme responses—giving in before others know your views, and insisting that *your* way be followed.

How the Parts of Your Personality Work Together

The essence of type involves the way people take in information (Sensing or Intuition) and how they make decisions (Thinking or Feeling). Each type has a favorite way of doing those two things. The two middle letters of your four-letter type (S or N and T or F) show your favorite processes. Their opposites, whose letters don't appear in your four-letter type, are third and fourth in importance for your type. Remember—you use all parts of your personality at least some of the time.



Using Your Favorite Processes

People who prefer Extraversion like to use their favorite process mostly in the outer world of people and things. For balance, they use their second process in their inner world of ideas and impressions. People who prefer Introversion tend to use their favorite process mostly in their inner world and to balance this with the use of their second process in the outer world.

Thus INFJs use

- Intuition mainly internally (**N_i**) to develop a unifying vision of what really matters.
- Feeling mainly externally (**F_e**) to communicate what's important to themselves and others.

Using Your Less Favored Processes

When you frequently use the less preferred parts of your personality, Thinking and Sensing, remember that you are working outside your natural comfort zone. You may feel awkward, tired, or frustrated at these times. As an INFJ, you may focus exclusively on your own theories about the world at first and then become fixated on minor, external details.

To bring back some balance, try the following:

- Take more breaks in your activities when you are using these less familiar parts of your personality—Thinking and Sensing.
- Make an effort to find time to do something enjoyable that involves using your favorite processes—Intuition and Feeling.



Using Your Type Effectively

INFJs' preference for Intuition and Feeling makes them mostly interested in

- Exploring ideas and possibilities.
- Creating and maintaining harmony in their own and other people's lives.

They typically devote little energy to the less preferred parts of their personality, Sensing and Thinking. These parts may remain inexperienced and be less available for use in situations where they might be helpful.

As an INFJ,

- If you rely too much on your Intuition, you are likely to miss the relevant facts and details and what past experience might suggest.
- If you make judgments exclusively using Feeling, you may overlook the flaws, the pros and cons, and the logical implications of your decisions.

Your personality type is likely to develop in a natural way over your lifetime. As people get older, many become interested in using the less familiar parts of their personality. When they are in midlife or older, INFJs often find themselves devoting more time to things that were not very appealing when they were younger. For example, they report greater pleasure in tasks that require attention to facts and details and in using logical analysis in problem solving.

How the Facets Can Help You Be More Effective

Sometimes a particular situation calls for using a less preferred part of your personality. Your facet results can make it easier for you to temporarily adopt a less natural approach. Begin by identifying which facets are relevant and which poles are more appropriate to use.

- If you are *out-of-preference* on one or more of the relevant facets, make sure to focus on using approaches and behaviors related to those out-of-preference facets.
- If you are in the *midzone*, decide which pole is more appropriate for the situation at hand and make sure you use approaches and behaviors related to that pole.
- If you are *in-preference*, ask someone at the opposite facet pole for help in using that approach or read a description of that pole to get clues for modifying your behavior. Once you have a good approach, resist shifting back into your comfort zone.

Here are two examples of how to apply these suggestions.

- If you are in a situation where your natural way of taking in information (Intuition) may not be appropriate, try to modify your Abstract approach (an in-preference result) by considering important facts and details you may have missed (Concrete).
- If you are in a situation where you might need to adapt your way of getting things done (Judging), try using your midzone approach on Scheduled–Spontaneous by asking yourself if this situation calls for maintaining a routine (Scheduled) or whether staying open to the unexpected (Spontaneous) might lead to better results.

YOUR STEP II™
INDIVIDUALIZED TYPEExpressive
Pressure-Prompted

infj

Integrating Step I™ and Step II™ Information

When you combine your Step I reported type and your Step II out-of-preference facets, the result is your Step II individualized type, shown on the left.

If, after reading all the information in this report, you don't think you have been accurately described, perhaps a different four-letter type or some variation on the facets will fit you better.

To help you figure out your best-fit type,

- Focus on any type letters you thought were incorrect or any preference pairs on which you had some out-of-preference or midzone facet results.
- Read the type description for the type you would be if the letter or letters you question were the opposite preference.
- Consult your MBTI interpreter for suggestions.
- Observe yourself and ask others how they see you.

Using Type to Gain Understanding

Knowledge of type can enrich your life in several ways. It can help you

- *Better understand yourself.* Knowing your own type helps you understand the assets and liabilities of your typical reactions.
- *Understand others.* Knowing about type helps you recognize that other people may be different. It can enable you to see those differences as useful and broadening, rather than annoying and restricting.
- *Gain perspective.* Seeing yourself and others in the context of type can help you appreciate the legitimacy of other points of view. You can then avoid getting stuck in believing your way is the only way. No perspective is always right or always wrong.

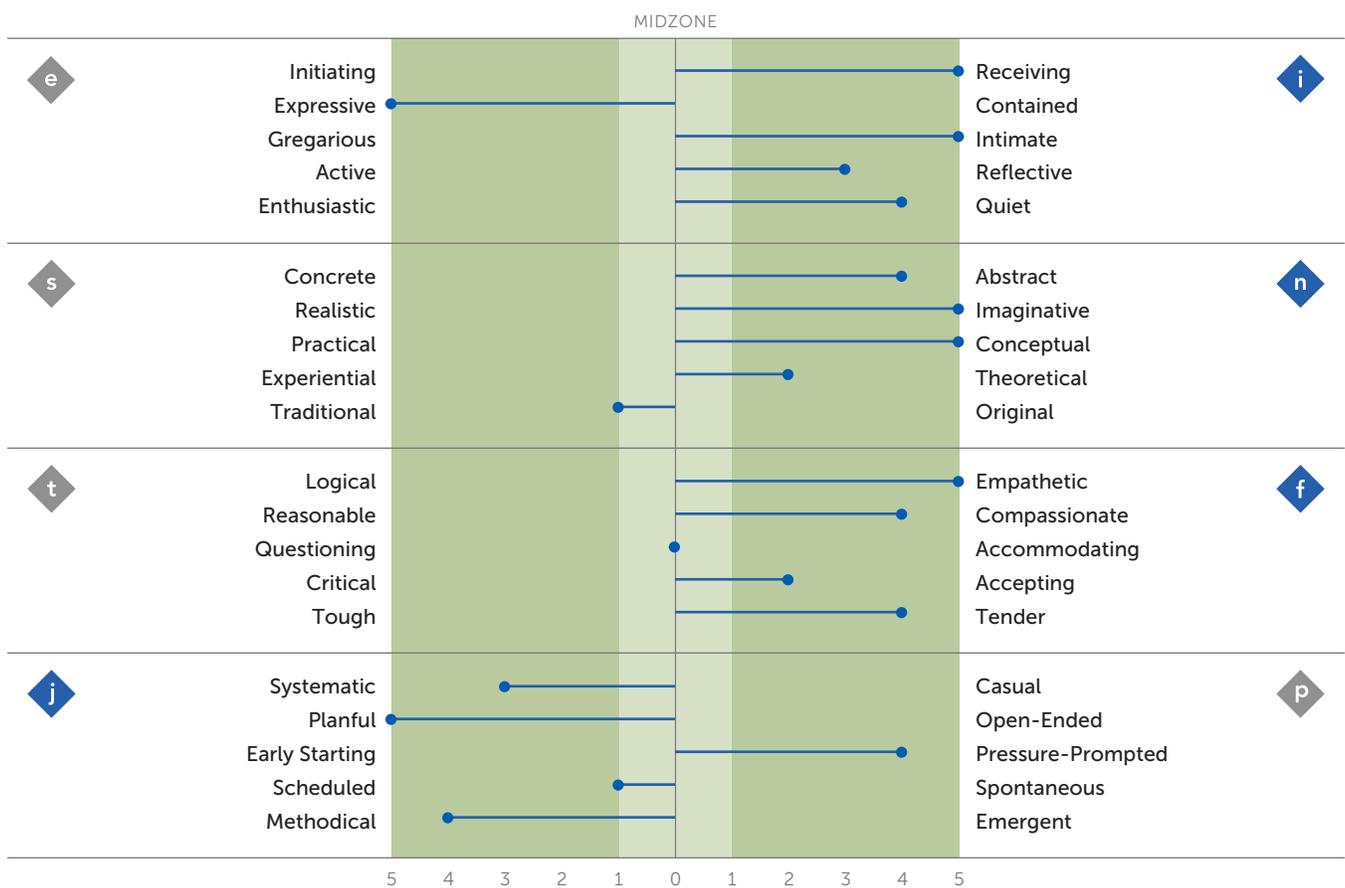
Reading about type and observing yourself and others from the standpoint of type will enrich your understanding of personality differences and encourage constructive use of those differences.

Overview of Your Results

Your Four-Letter Type from the Step I™ Assessment

INFJs tend to be quietly forceful, intense, conscientious, and concerned for others. They work with perseverance and originality. They are often motivated by a larger purpose or mission they want to accomplish. They are respected for their clear convictions regarding how to serve the common good.

YOUR RESULTS ON THE 20 FACETS FROM THE STEP II™ ASSESSMENT



YOUR STEP II™ INDIVIDUALIZED TYPE

Expressive, Pressure-Prompted

INFJ

Interpreter's Summary

PREFERENCE CLARITY FOR REPORTED TYPE: INFJ

Introversion: Moderate (12)

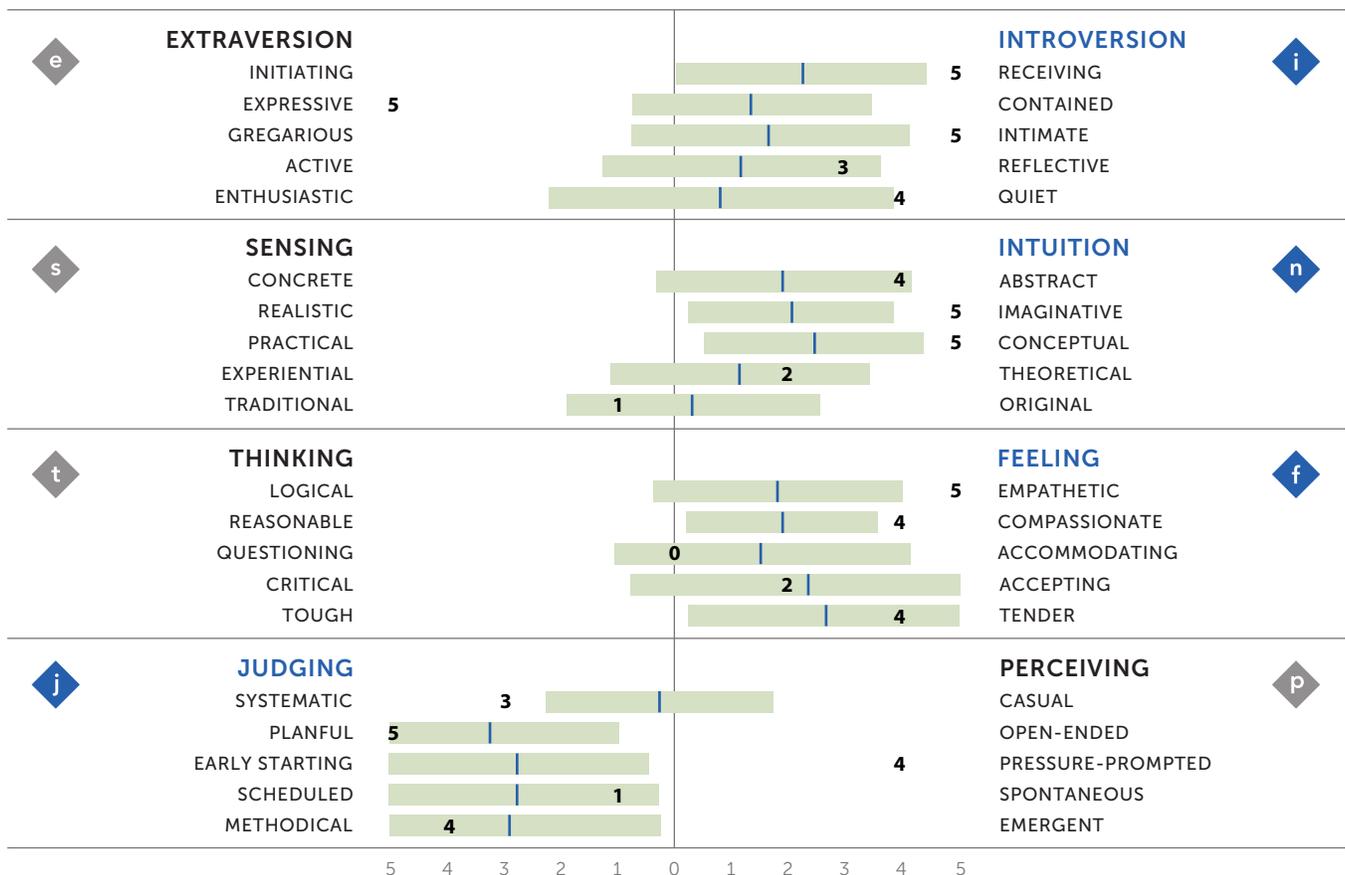
Intuition: Moderate (14)

Feeling: Very Clear (26)

Judging: Moderate (10)

FACET SCORES AND THE AVERAGE RANGE OF SCORES FOR OTHER INFJs

The bars on the graph below show the average range of scores that occurred for the INFJs in the US national sample. The bars show scores that are -1 to +1 standard deviation from the mean. The vertical line in each bar shows INFJs' mean score. The bold numbers show the respondent's scores.



Polarity Index: 77

The polarity index, which ranges from 0 to 100, shows the consistency of a respondent's facet scores within a profile. Most adults score between 50 and 65, although higher indexes are common. An index that is below 45 means that the respondent has many scores in or near the midzone. This may be due to mature situational use of the facet, answering the questions randomly, lack of self-knowledge, or ambivalence about use of a facet. Some such profiles may be invalid.

Number of Omitted Responses: 0