

# Interpretive Report

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Report prepared for

**JANE SAMPLE**

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## THE MBTI® Personality Assessment

This Step II report is an in-depth, personalized description of your personality preferences, derived from your answers to the Myers-Briggs Type Indicator® (Form Q) instrument. It includes your Step I results (your four-letter type), along with your Step II results, which show some of the unique ways that you express your Step I type.

The MBTI® instrument was developed by Isabel Myers and Katharine Briggs as an application of Carl Jung’s theory of psychological types. This theory suggests that we have opposite ways of gaining energy (Extraversion or Introversion), gathering or becoming aware of information (Sensing or Intuition), deciding or coming to a conclusion about that information (Thinking or Feeling), and dealing with the world around us (Judging or Perceiving).

<ul style="list-style-type: none"> <li>■ <b>If you prefer Extraversion,</b> you focus on the outside world to get energy through interacting with people and/or doing things.</li> </ul>	<ul style="list-style-type: none"> <li>■ <b>If you prefer Introversion,</b> you focus on the inner world and get energy through reflecting on information, ideas, and/or concepts.</li> </ul>
<ul style="list-style-type: none"> <li>■ <b>If you prefer Sensing,</b> you notice and trust facts, details, and present realities.</li> </ul>	<ul style="list-style-type: none"> <li>■ <b>If you prefer Intuition,</b> you attend to and trust interrelationships, theories, and future possibilities.</li> </ul>
<ul style="list-style-type: none"> <li>■ <b>If you prefer Thinking,</b> you make decisions using logical, objective analysis.</li> </ul>	<ul style="list-style-type: none"> <li>■ <b>If you prefer Feeling,</b> you make decisions to create harmony by applying person-centered values.</li> </ul>
<ul style="list-style-type: none"> <li>■ <b>If you prefer Judging,</b> you tend to be organized and orderly and to make decisions quickly.</li> </ul>	<ul style="list-style-type: none"> <li>■ <b>If you prefer Perceiving,</b> you tend to be flexible and adaptable and to keep your options open as long as possible.</li> </ul>

It is assumed that you use each of these eight parts of your personality but prefer one in each area, just as you have a natural preference for using one hand rather than the other. No preference pole is better or more desirable than its opposite.

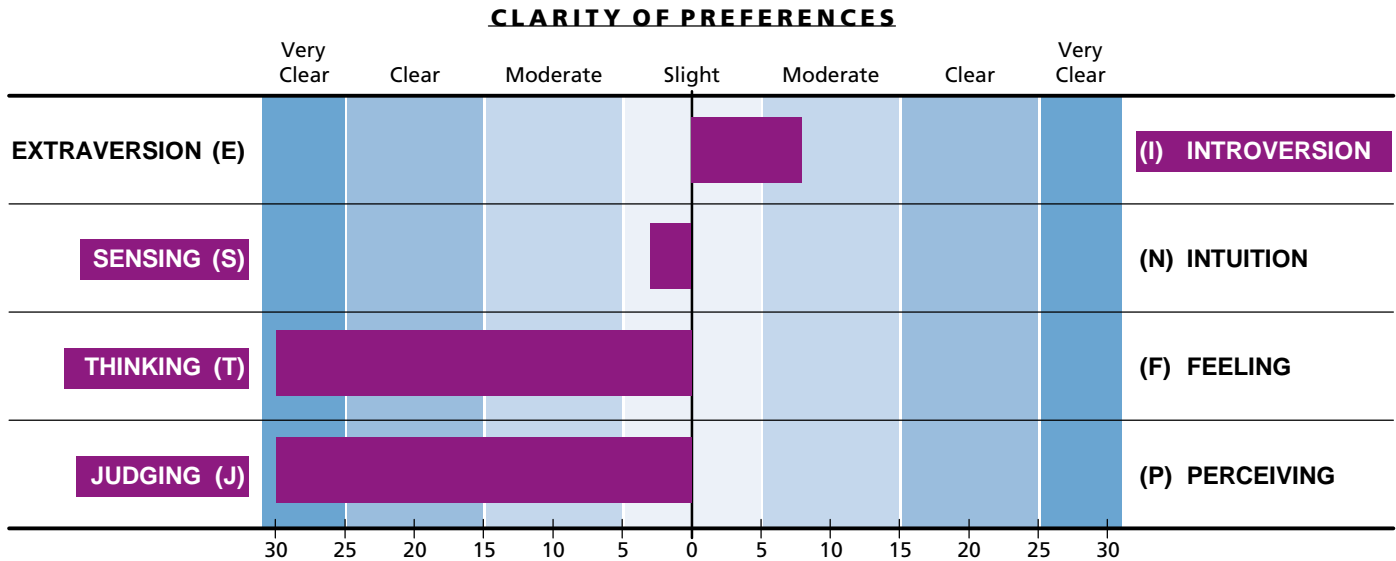
The MBTI instrument is not a measure of your skills or abilities in any area. Rather it is a way to help you become aware of your particular style and to better understand and appreciate the helpful ways that people differ from one another.

### YOUR REPORT CONTAINS:

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## Your Step I Results

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



Your type came out to be  
**ISTJ**  
(Introversion, Sensing, Thinking, Judging)

ISTJs are typically dependable, realistic, and practical. They remember and use facts and want things clearly and logically stated. They are thorough, systematic, hard working, and careful with particulars and procedures. When they see something that needs to be done, ISTJs accept the responsibility.

They do not enter into activities impulsively, but once committed, they are hard to distract or discourage. They lend stability to projects and persevere in the face of adversity.

“On duty,” ISTJs appear sound and sensible and seem calm and composed. Even in a crisis they seldom show their highly individual and intense inner reactions.

ISTJs’ practical judgment and respect for procedures make them come across as consistent and moderate. They assemble facts to support their evaluations and communicate the facts in an objective way. They seek solutions to current problems from their past experience and that of others.

ISTJs are likely to be most satisfied working in an environment that values organization and accuracy. People can count on them to notice what needs to be done and follow through in a careful, methodical, and timely manner.

### DOES THIS TYPE FIT YOU?

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

## Your Step II Facet Results

Your personality is complex and dynamic. Step II describes some of that complexity by showing your results on five different parts or facets of each of the MBTI instrument’s four pairs of opposite preferences shown below.

<p><b>EXTRAVERSION (E)</b> ↔</p> <ul style="list-style-type: none"> <li>initiating</li> <li>expressive</li> <li>gregarious</li> <li>active</li> <li>enthusiastic</li> </ul>	<p><b>(I) INTROVERSION</b></p> <ul style="list-style-type: none"> <li>receiving</li> <li>contained</li> <li>intimate</li> <li>reflective</li> <li>quiet</li> </ul>	<p><b>SENSING (S)</b> ↔</p> <ul style="list-style-type: none"> <li>concrete</li> <li>realistic</li> <li>practical</li> <li>experiential</li> <li>traditional</li> </ul>	<p><b>(N) INTUITION</b></p> <ul style="list-style-type: none"> <li>abstract</li> <li>imaginative</li> <li>conceptual</li> <li>theoretical</li> <li>original</li> </ul>
<p><b>THINKING (T)</b> ↔</p> <ul style="list-style-type: none"> <li>logical</li> <li>reasonable</li> <li>questioning</li> <li>critical</li> <li>tough</li> </ul>	<p><b>(F) FEELING</b></p> <ul style="list-style-type: none"> <li>empathetic</li> <li>compassionate</li> <li>accommodating</li> <li>accepting</li> <li>tender</li> </ul>	<p><b>JUDGING (J)</b> ↔</p> <ul style="list-style-type: none"> <li>systematic</li> <li>planful</li> <li>early starting</li> <li>scheduled</li> <li>methodical</li> </ul>	<p><b>(P) PERCEIVING</b></p> <ul style="list-style-type: none"> <li>casual</li> <li>open-ended</li> <li>pressure-prompted</li> <li>spontaneous</li> <li>emergent</li> </ul>

In reviewing your results, keep in mind that

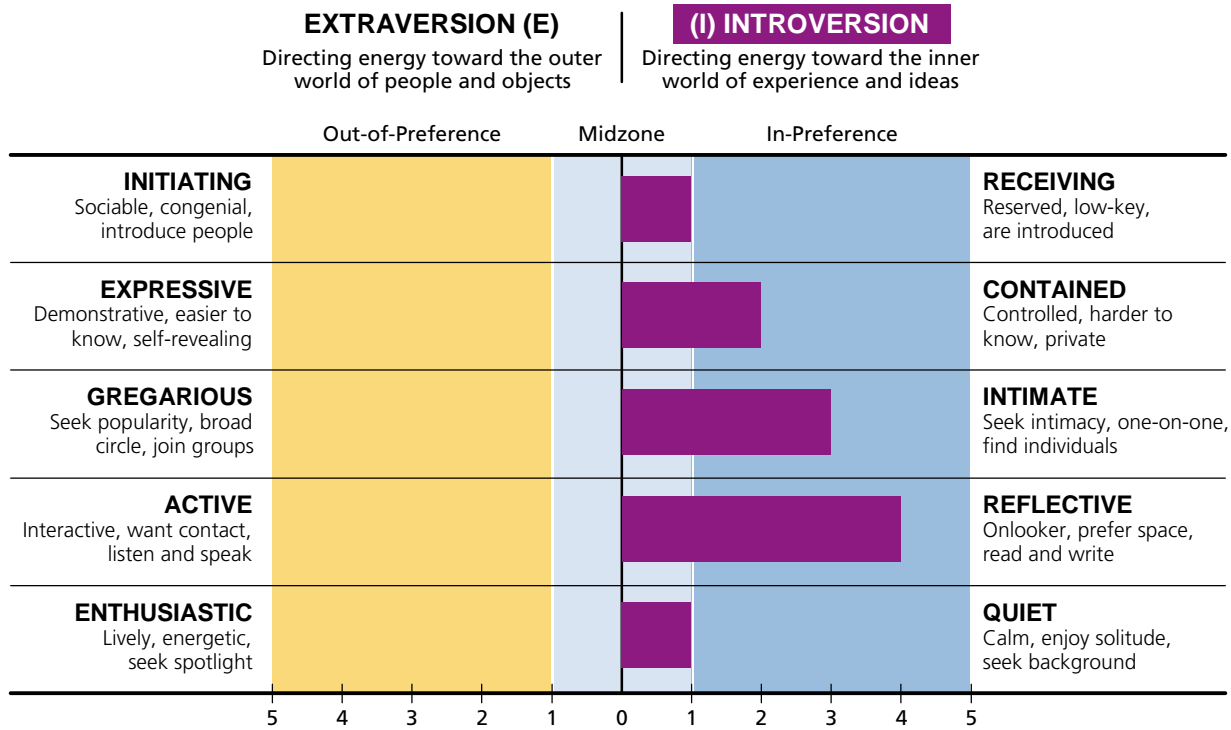
- Each facet has two opposite poles. You are more likely to favor the pole that is on the same side as your overall preference (an in-preference result)—for example, the Initiating pole if you prefer Extraversion, or the Receiving pole if you prefer Introversion.
- For any particular facet, you might favor a pole that is opposite to your overall preference (an out-of-preference result) or show no clear preference for either pole (a midzone result).
- Knowing your preferences on these twenty facets can help you better understand your unique way of experiencing and expressing your type.

### HOW TO READ YOUR STEP II RESULTS

The next four pages (5–8) give you information for each set of facets. Each page has a graph of your results on the facets. The graph gives

- Brief definitions of the MBTI Step I preferences shown.
- The names of the five facet poles associated with each MBTI preference along with three descriptive words or phrases for each facet pole.
- A bar showing the pole you prefer or the midzone. The length of that bar shows how clearly you reported your preference for that pole. By looking at the graph, you can see whether your result on a facet is in-preference (scores of 2–5 on the same side as your preference), out-of-preference (scores of 2–5 on the side opposite your preference), or in the midzone (scores of 0 or 1).

Below the graph are statements that describe the characteristics of each in-preference, out-of-preference, or midzone result. To contrast your results, look at the three words or phrases that describe the opposite facet pole on the graph at the top of the page. If a set of statements does not seem to fit, perhaps you would be better described by the opposite pole or by the midzone.



**Initiating–Receiving (midzone)**

- Will initiate conversations in social situations with people you already know or if your role calls for this.
- Appear at ease socially in familiar situations, and much less so in large social gatherings.
- Are willing to introduce people to each other if no one else does so, but would prefer not to.

**Contained (in-preference)**

- Keep your feelings and interests to yourself; when you do open up, others take notice.
- Are seen by others as hard to get to know because you process so much inside.
- Assume others will be uninterested in your thoughts.
- Feel capable of solving problems on your own and prefer doing so.
- Find it very hard to discuss what upsets you, especially when you are extremely distressed.

**Intimate (in-preference)**

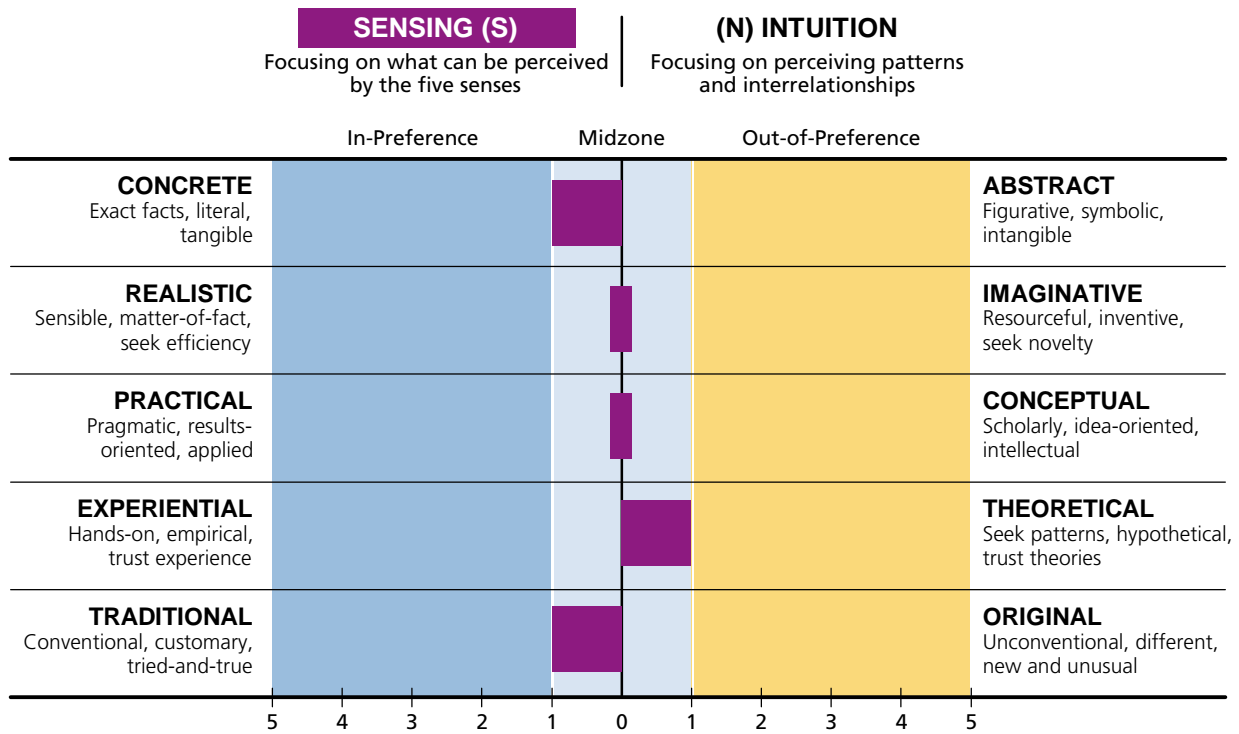
- Would rather relate to a few significant others than be in a large group.
- Draw sharp distinctions between friends and acquaintances.
- Seek in-depth involvement with individuals.
- Respect other’s individuality and want the same respect in turn.
- Need to trust people before sharing much about yourself.

**Reflective (in-preference)**

- Prefer detached observation and reflection over active participation with the outer world.
- Learn and retain material better by reading it.
- Can concentrate better on written material than on someone talking.
- Feel more secure writing down your ideas than giving an oral presentation.

**Enthusiastic–Quiet (midzone)**

- Readily show enthusiasm when you know the people or the topic well; otherwise, you stay in the background.
- Find that your desire for quiet or action depends on how full or quiet your day has been.
- Are seen quite differently by the people who regularly see your enthusiastic side and the people who regularly see your quiet side.



**Concrete–Abstract (midzone)**

- Start with the facts but move on to their meanings.
- Like to know the details but can move ahead if a few details are missing.
- Need facts to stay comfortably grounded.
- May get stuck on a fact when under pressure and have difficulty seeing the larger context.

**Realistic–Imaginative (midzone)**

- Like to search for and find new ideas or methods.
- Carefully avoid embracing anything that seems too far-fetched or involves a lengthy search.
- Move relatively quickly to see how your ideas work and what their limits are.
- Stay in touch with the commonsense aspects of any situation.

**Practical–Conceptual (midzone)**

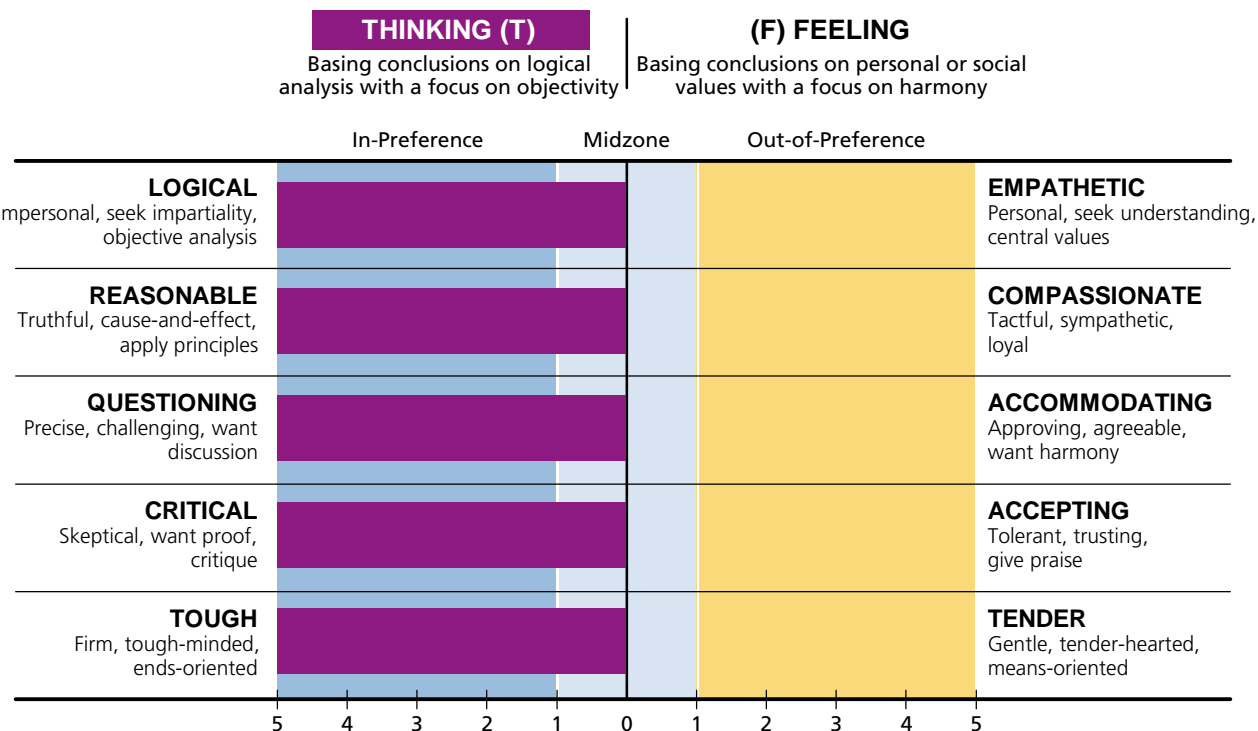
- Blend pragmatism and curiosity.
- Enjoy alternating back and forth between ideas and their applications.
- Search out new ideas and meanings.
- Want to see your best ideas used, not just thought about.

**Experiential–Theoretical (midzone)**

- Have a mild interest in theories that explain things that are important to you.
- Are not likely to pursue theories in any great depth.
- See theories as explaining patterns you note, but are more interested in seeing those patterns work.

**Traditional–Original (midzone)**

- Are comfortable following established and proven methods.
- Are eager to change procedures that don't work.
- Value some traditions in family and work activities.
- Prefer a conventional approach but are willing to consider an innovative one.
- Enjoy novelty when it doesn't conflict with your traditional values.



**Logical** (in-preference)

- Believe that logical analysis is best for decision making.
- Use sequential reasoning, with premises and defined rules, to reach consistent conclusions.
- Use hard data to make your decisions.
- Focus on cause and effect.
- Like to maintain clear boundaries between issues.
- Can easily identify the pros and cons of an issue.

**Reasonable** (in-preference)

- Use reasoning to make decisions.
- Approach situations as an impartial observer.
- Are confident and clear about your objectives and decisions.
- Live your life logically, with premises leading to conclusions.
- View situations objectively and analytically.

**Questioning** (in-preference)

- Are intellectually independent.
- Use questions to clarify ideas.
- Are precise in your questions, liking to zero in on discrepancies.
- May need to have all your questions answered before you can trust any conclusions.
- Are tenacious in getting the answers you need.
- Feel questioning is appropriate, even if something is already right.

**Critical** (in-preference)

- Are argumentative and skeptical.
- Appear almost unemotional in your interactions.
- Take nothing for granted and concede nothing.
- Like to clarify what is wrong, since nothing is perfect.
- Like to critique and feel an adversarial approach is normal.
- Engage in critique rather than criticism when at your best.

**Tough** (in-preference)

- Like to use intellectual and interpersonal pressure to get your way.
- Focus firmly on achieving your objective.
- Often assume that alternatives don't exist or don't matter.
- Are very results-oriented and comfortable focusing on the bottom line.
- Don't pay much attention to people's emotions and may be seen as cold.

**JUDGING (J)**

Preferring decisiveness and closure

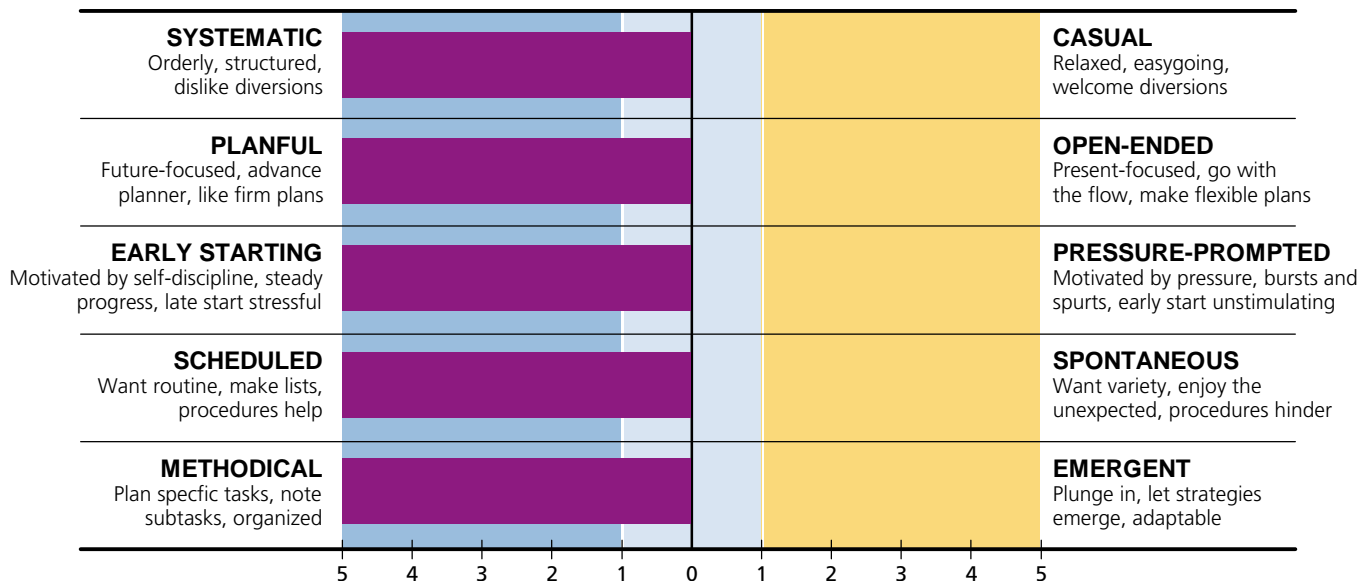
**(P) PERCEIVING**

Preferring flexibility and spontaneity

In-Preference

Midzone

Out-of-Preference



**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.
- Do not like surprises.

**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.

**Early Starting (in-preference)**

- Allow yourself plenty of time to accomplish an activity efficiently.
- Don't like feeling overwhelmed with too much to do.
- Arrange your world so you don't have to deal with last-minute rushes.
- Work on multiple tasks comfortably by starting ahead of time and working on each task for short, concentrated periods of time.
- Can't forget incomplete tasks; feel calm and satisfied when you complete something.

**Scheduled (in-preference)**

- Are comfortable with routines and do not like them upset.
- Like established methods and procedures.
- Prefer to control how you spend your time.
- Enjoy scheduling both work and fun activities.
- Others may be more aware of your routines than you are.
- Appear rather predictable but like it that way.

**Methodical (in-preference)**

- Develop detailed plans for the task at hand.
- Define the subtasks of your work, including the order in which things should happen.
- Thoroughly prepare in precise ways, specifying all the steps needed to accomplish the goal.
- Are likely to deliver what you have prepared in advance with little deviation.



## Applying Step II 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 Communication
<b>Initiating–Receiving Midzone</b>	Are willing to introduce people to one another if no one else is doing so.	Be sensitive to the situation in deciding whether to take an initiating or a receiving role.
<b>Contained</b>	Keep your thoughts and emotional reactions to yourself.	Recognize when it’s really important to say how you feel and then speak accordingly.
<b>Reflective</b>	Like to communicate by reading and writing.	Recognize that your message might not get across unless you’re willing to say it aloud.
<b>Enthusiastic–Quiet Midzone</b>	Show your enthusiasm or not, depending on your interest in the topic.	Be aware that people will see different sides of you (depending on the context) and may be confused.
<b>Concrete–Abstract Midzone</b>	Talk about <i>some</i> of the facts and details as well as their meanings.	Be aware of when you are focusing on details and when on meanings and choose the focus that is better for the situation.
<b>Questioning</b>	Want to ask questions.	Be selective in choosing questions to ask so as not to intimidate people.
<b>Critical</b>	Naturally take a critiquing stance to just about everything.	Recognize that others may mistake your critiquing for personal criticism and be clear when this is not your intent.
<b>Tough</b>	Embody the phrase, “Let’s get on with it!”	Be aware that sometimes your way of moving ahead may be wrong for the situation.
<b>Methodical</b>	Identify the steps and their order before starting a task.	Be tolerant of others who plunge in without identifying steps.

## Applying Step II to Making Decisions

Effective decisions require gathering information from a variety of perspectives and applying sound methods of evaluating that information. The Step II facets give 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 bold italics. If you are in the midzone, neither pole is italicized.

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

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

**Your style is Logical and Reasonable.**  
**This style means that you likely**

- Trust the Thinking preference and readily make decisions based on logical analysis of data.
- May recognize the impact of your decisions on people and relationships but see that as secondary.
- Focus on accuracy to achieve a good decision.
- Are seen as precise, objective, and confident.
- Are sometimes seen as inflexible.

### TIPS

In individual problem-solving, start by asking all the questions in the boxes above.

- Pay careful attention to the answers. The questions that are opposite to the ones in bold 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 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 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 Change Management
<b>Contained</b>	Keep your feelings about the change to yourself and figure out how to handle it on your own.	As soon as you know your own views, talk to someone you trust and get his or her input.
<b>Intimate</b>	Discuss the changes and their impact on you only with those closest to you.	Consider sharing feelings with selected people outside your intimate circle.
<b>Concrete–Abstract Midzone</b>	May shift from one perspective to the other, thus confusing yourself and those around you.	Identify which perspective you are in and see if it is appropriate; switch focus if needed.
<b>Realistic–Imaginative Midzone</b>	Are concerned about both the cost effectiveness and the novel possibilities.	Validate both points of view and decide which makes more sense in this circumstance.
<b>Experiential–Theoretical Midzone</b>	Are interested in theories that explain the immediate situation.	Help others see the relevance of both perspectives.
<b>Traditional–Original Midzone</b>	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.
<b>Tough</b>	Will actively embrace or resist change, depending on whether you agree with it.	Step back and consider whether your stance will really get you what you want in the long run.
<b>Planful</b>	Plan as far in advance as possible for the changes.	Allow for the unexpected in your long-range plan—it will happen!
<b>Methodical</b>	Detail the many steps necessary to implement the changes.	Know that circumstances may require that carefully developed steps be changed in the moment.

## Applying Step II to Managing Conflict

In working with others, conflicts are inevitable. People of different personality types may differ in what they define as conflict, how they react to it, and how they reach resolution. Although sometimes unpleasant, conflicts can 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.

Some aspects of conflict management may be unique to your results on six Step II facets. The table below explains how your results on these facets may affect your efforts to manage conflict.

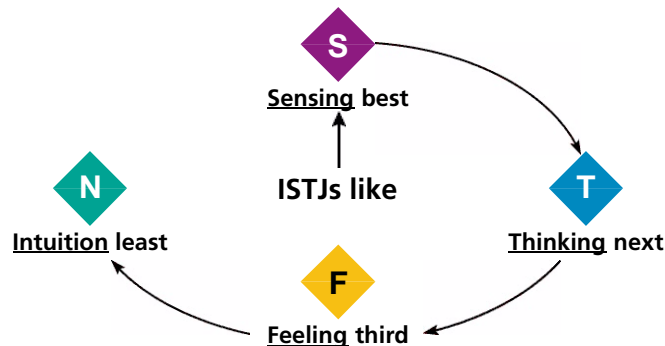
Your Facet Result	Conflict Management Style	Enhancing Conflict Management
<b>Contained</b>	Attempt to solve the issue yourself and keep your reactions inside.	Be aware that trying to solve this on your own may be successful, but that others also may really need your input.
<b>Intimate</b>	Rely on yourself or a few trusted others in resolving the conflict.	Widen your circle to include others affected; they may have something valuable to contribute.
<b>Questioning</b>	Ask many questions of others to reveal all the issues in the conflict.	Be aware that people may take your questioning style as challenging rather than helpful in resolving the issue; be clear about your intent.
<b>Critical</b>	Point out everything that is still wrong and needs correcting.	Realize that your style may upset others and try to pull back and be more accepting.
<b>Tough</b>	Push to resolve the conflict immediately so that progress can be made.	Recognize that delays in implementation may be necessary to reach the goal.
<b>Early Starting</b>	Believe conflicts can be avoided by starting work on projects early.	Make allowances for people for whom starting early is not comfortable or effective.

In addition to your facet results, your decision-making style (as explained on page 10) affects how you manage conflict. Your decision-making style is Logical and Reasonable. You are likely to focus on the logic of the situation, thinking others see it the same way. To make your efforts to manage conflict more effective, keep in mind that not all situations are win-lose and resist taking a competitive stance.

## How the Parts of Your Personality Work Together

The essence of type involves the way information is gathered (Sensing and Intuition) and how decisions are made (Thinking and Feeling). Each type has favorite ways 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.

Here's the way it works for ISTJs:



### USING YOUR FAVORITE PROCESSES

Extraverts like to use their favorite process mostly in the outer world of people and things. For balance, they use their second favorite in their inner world of ideas and impressions. Introverts tend to use their favorite process mostly in their inner world and to balance this with the use of their second favorite process in the outer world.

Thus ISTJs use

- Sensing mainly internally to consider the facts and details they have stored in their heads.
- Thinking mainly externally to communicate their structured, logical decisions to others.

### USING YOUR LESS-FAVORED PROCESSES

When you frequently use the less-preferred parts of your personality, Feeling and Intuition, remember that you are working outside of your natural comfort zone. You may feel awkward, tired, or frustrated at these times. As an ISTJ, you may become overly focused on details at first, and then worry a great deal about negative possibilities.

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—Feeling and Intuition.
- Make an effort to find time to do something enjoyable that involves using your favorite ways—Sensing and Thinking.

## USING YOUR TYPE EFFECTIVELY

ISTJs' preference for Sensing and Thinking makes them mostly interested in

- Acquiring and using facts and experiences.
- Reaching logical conclusions about them.

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

As an ISTJ,

- If you rely too much on your Sensing, you are likely to miss the big picture, other meanings of the information, and new possibilities.
- If you make judgments exclusively using Thinking, you may forget to compliment people when you should and ignore the impact of your decisions on others.

Your personality type is likely to develop in a natural way over your life. As people get older, many become interested in using the less familiar parts of their personality. When they are in midlife or older, ISTJs often find themselves devoting more time to things that were not very appealing when they were younger. For example, they report greater pleasure in considering new ways of doing things and in personal relationships.

## 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 information-gathering style (Sensing) may not be appropriate, try using your midzone approach on Concrete–Abstract to consider which pole would provide the best information in the present situation—focusing on the facts themselves (Concrete) or looking at the possible meaning of those facts (Abstract).
- If you are in a situation where you might need to adapt your way of getting things done (Judging), try to modify your Scheduled approach to accomplishing tasks (an in-preference result) by asking yourself if staying open to unexpected events (Spontaneous) might lead to better results in this particular situation.

## Integrating Step I and Step II

When you combine your Step I reported type and your Step II facet results, your individualized type description is

### In-Preference ISTJ

You either favored all of the facet poles associated with your MBTI preferences or had some facets with midzone results. If your Step I reported type (as described on page 3) fits you and your Step II facet results (pages 5–8) fit also, then you seem to have most of the characteristics of your type, ISTJ. Thus your uniqueness within your type is likely based on characteristics not covered by these Step II results.

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 on any pair of preferences on which you had midzone facet results.
- Read the type description for the type you would be if the letter or letters you question were the opposite preference. (See the reading list on page 17.)
- 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.

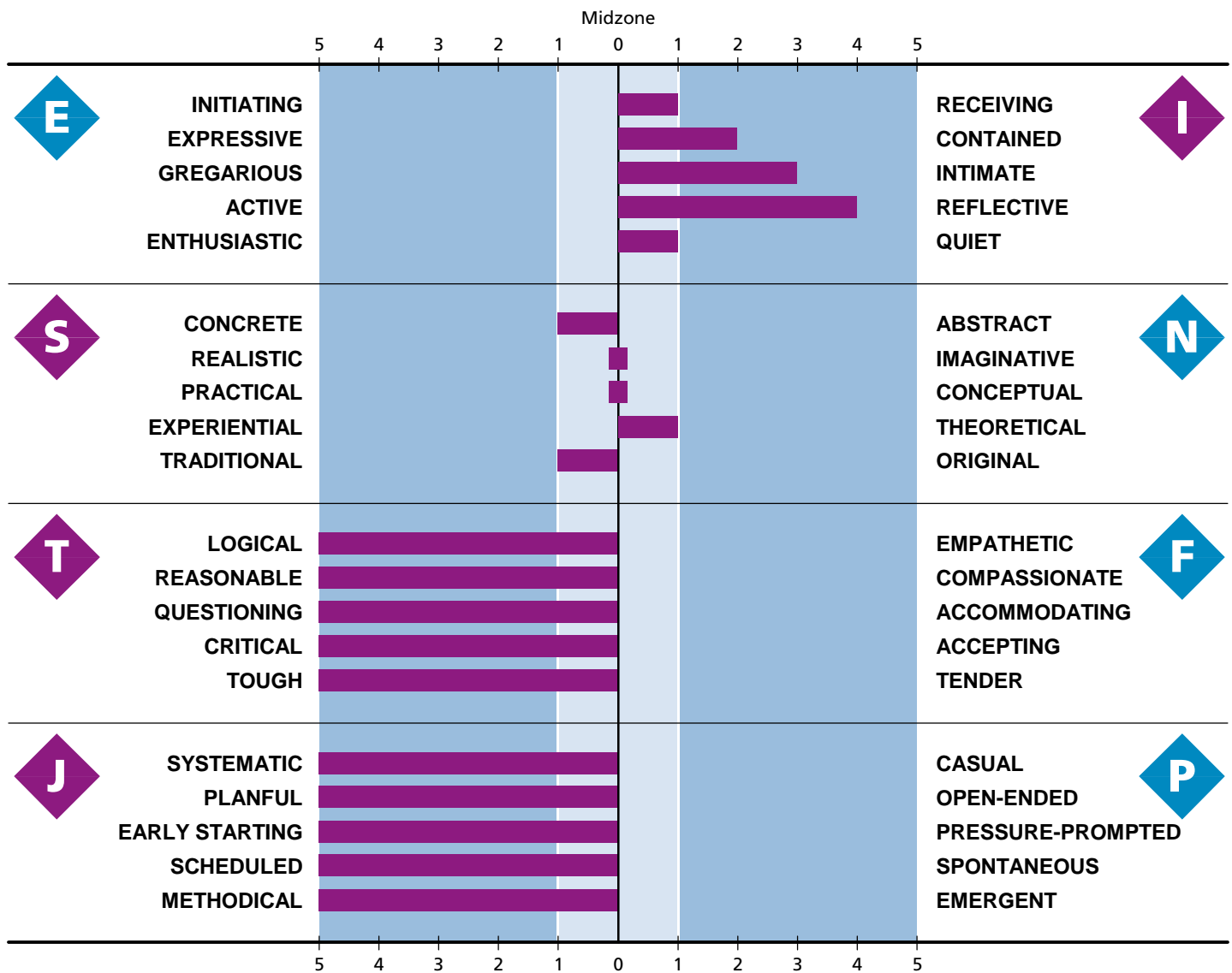
To further explore the theory and applications of type, consult the reading list on page 17. Observing yourself and others from the standpoint of type will enrich your understanding of personality differences and encourage constructive uses of those differences.

## Overview of Your Results

### STEP I: YOUR FOUR-LETTER TYPE

ISTJs tend to be serious, quiet, thorough, and dependable. They see to it that everything is well organized and accurate. They are practical, orderly, matter-of-fact, logical, and realistic. ISTJs take responsibility, notice what needs to be done, and follow through steadily, regardless of protests or distractions.

### STEP II: YOUR RESULTS ON THE 20 FACETS



When you combine your Step I reported type and your Step II facet results, your individualized type description is

**In-Preference**  
**ISTJ**



## Further Reading

### GENERAL INFORMATION ON MBTI® STEP I AND STEP II INVENTORIES

- Hirsh, S. K., & Kummerow, J. M. (1998). *Introduction to Type® in organizations* (3rd ed.). Palo Alto, CA: CPP, Inc.
- Hirsh, S. K., & Kummerow, J. M. (1989). *LIFETypes*. New York: Warner Books.
- Myers, I. B. (1998). *Introduction to Type®* (6th ed.). Palo Alto, CA: CPP, Inc.
- Myers, I. B., with Myers, P. B. (1995). *Gifts differing*. Palo Alto, CA: Davies-Black Publishing.
- Myers, I. B., McCaulley, M. H., Quenk, N. L., & Hammer, A. L. (1998). *MBTI® manual: A guide to the development and use of the Myers-Briggs Type Indicator®* (3rd ed.). Palo Alto, CA: CPP, Inc.
- Quenk, N. L. (2000). *Essentials of Myers-Briggs Type Indicator® assessment*. New York: Wiley.
- Quenk, N. L., Hammer, A. L., & Majors, M. M. (2001). *MBTI® Step II manual: Exploring the next level of type with the Myers-Briggs Type Indicator® Form Q*. Palo Alto, CA: CPP, Inc.

### APPLICATIONS OF TYPE (PAGES 9–12)

- Barger, N. J., & Kirby, L. K. (1995). *The challenge of change in organizations: Helping employees thrive in the new frontier*. Palo Alto, CA: Davies-Black Publishing.
- Fitzgerald, C., & Kirby, L. K. (eds.). (1997). *Developing leaders: Research and applications in psychological type and leadership development*. Palo Alto, CA: Davies-Black Publishing.
- Hirsh, S. K., with Kise, J. A. G. (1996). *Work it out. Clues for solving people problems at work*. Palo Alto, CA: Davies-Black Publishing.
- Kummerow, J. M., Barger, N. J., & Kirby, L. K. (1997). *WORKTypes*. New York: Warner Books.

### TYPE DYNAMICS AND DEVELOPMENT (PAGES 13–14)

- Myers, K. D., & Kirby, L. K. (1994). *Introduction to Type® dynamics and development*. Palo Alto, CA: CPP, Inc.
- Quenk, N. L. (2000). *In the grip: Understanding type, stress, and the inferior function* (2nd ed.). Palo Alto, CA: CPP, Inc.
- Quenk, N. L. (2002). *Was that really me? How everyday stress brings out our hidden personality*. Palo Alto, CA: Davies-Black Publishing.



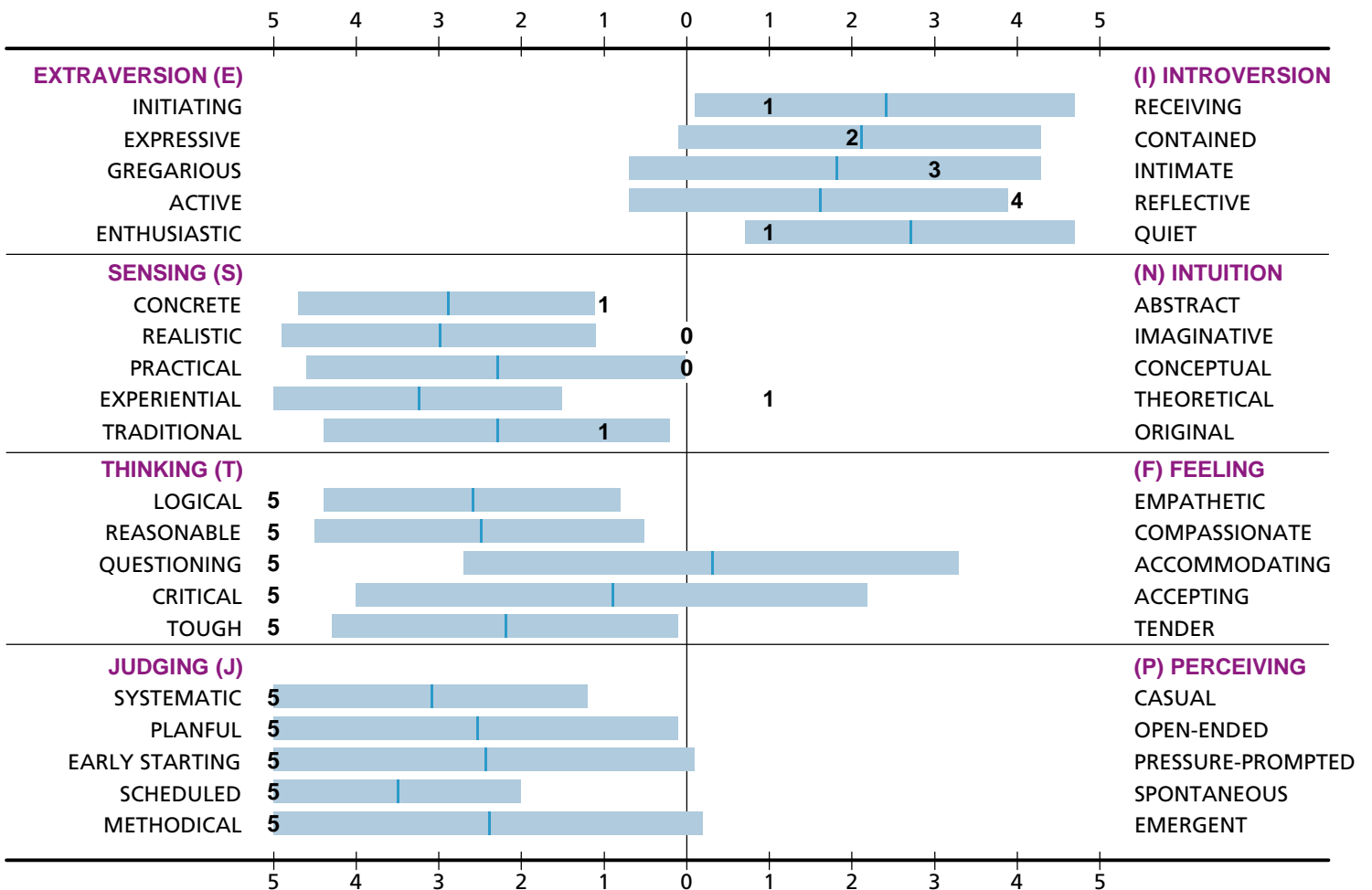
# Interpreter's Summary

## PREFERENCE CLARITY INDEXES FOR REPORTED TYPE: ISTJ

Introversion: Moderate (8)    Sensing: Slight (3)    Thinking: Very Clear (30)    Judging: Very Clear (30)

## FACET SCORES AND THE AVERAGE RANGE OF SCORES FOR OTHER ISTJs

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



### POLARITY INDEX: 75

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

