

Questionnaire

Answer on each of the following 20 groupings of phrases and work pairs, which choices most accurately describe you. Record your answers in the columns following the questionnaire.

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|-----|--|-----|--|
| 1. | a. higher energy level, sociable
b. lower energy level, reserved, soft spoken
c. close associate probably disagrees | 11. | a. firm, tend to criticize, hold the line
b. gentle, tend to appreciate, conciliate
c. close associate probably disagrees |
| 2. | a. interpret matters literally, rely on common sense
b. look for meaning and possibilities, rely on foresight
c. close associate probably disagrees | 12. | a. regulated, structured
b. easygoing, "live" and "let live"
c. close associate probably disagrees |
| 3. | a. logical, thinking, questioning
b. empathetic, feeling, accommodating
c. close associate probably disagrees | 13. | a. external, communicative, express yourself
b. internal, reticent, hold things in
c. close associate probably disagrees |
| 4. | a. organized, orderly
b. flexible, adaptable
c. close associate probably disagrees | 14. | a. consider immediate issues, focus on the here-and-now
b. look to the future, global perspective, "big picture"
c. close associate probably disagrees |
| 5. | a. outgoing, make things happen
b. shy, do fewer things
c. close associate probably disagrees | 15. | a. tough-minded, just
b. tender-hearted, merciful
c. close associate probably disagrees |
| 6. | a. practical, realistic, experiential
b. Imaginative, innovative, theoretical
c. close associate probably disagrees | 16. | a. preparation, work-minded
b. go with the flow, play-minded
c. close associate probably disagrees |
| 7. | a. candid, straight forward, frank
b. Tactful, kind, encouraging
c. close associate probably disagrees | 17. | a. active, initiate
b. reflective, deliberate
c. close associate probably disagrees |
| 8. | a. plan, schedule
b. unplanned, spontaneous
c. close associate probably disagrees | 18. | a. facts, things, seeing "what is"
b. ideas, dreams, seeing "what could be", philosophical
c. close associate probably disagrees |
| 9. | a. seek many tasks, public activities, interaction with others
b. seek more private, solitary activities with quiet to concentrate
c. close associate probably disagrees | 19. | a. matter of fact, issue-oriented, principled
b. Sensitive, people-oriented, compassionate
c. close associate probably disagrees |
| 10. | a. standard, usual, conventional
b. different, novel, unique
c. close associate probably disagrees | 20. | a. control, govern
b. latitude, freedom
c. close associate probably disagrees |

	I				II				III				IV		
	a.	b.	c.		a.	b.	c.		a.	b.	c.		a.	b.	c.
1.				2.				3.				4.			
5.				6.				7.				8.			
9.				10.				11.				12.			
13.				14.				15.				16.			
17.				18.				19.				20.			
	E	I			S	N			T	F			J	P	

E = Extroversion
I = Introversion

S = Sensing
N = iNtuition

T = Thinking
F = Feeling

J = Judgment
P = Perception

- BRAIN TYPES & THE BRAIN -

- BODY SKILLS -

The 16 Brain Types can be categorized in broader terms. Below they are listed as SJs, SPs, NFs, and NTs.

ELs / SJs

BEIL / ISTJ "Investigator"

gatherer of data; compelled to identify reality and bring order; stable, conservative, dependable, reserved, logical, fastidious, systematic, painstaking, thorough, dutiful; *fine motor skilled*.

FEIL / ESTJ "Supervisor"

excels at organizing and running activities and orderly procedures; matter-of-fact; consistent, efficient, energetic, pragmatic, critiquing; likes rules and laws; values traditions; commerce-oriented; *fine motor skilled*.

BEAL / ISFJ "Assistant"

concerned with others' welfare; responsible, reserved, patient, practical, friendly, orderly, inquisitive regarding people, harm-avoiding; conscientious, thorough, loyal; service-oriented; *gross motor skilled*.

FEAL / ESFJ "Facilitator"

hospitable, focuses on usefulness; energetic, realistic; develops and nurtures relationships; sensitive to praise and criticism; expresses feelings; conscientious; orderly; friendly promoter, commerce-oriented, *gross motor skilled*.

ERs / SPs

BEIR / ISTP "Athlete"

artful with machines, tools, and hands; seeks action and excitement; superb tactician—seizing the moment; athletic, competitive, witty but usually not wordy; street smart; ever-thinking; can be intense with deep convictions; adaptive; *fine motor skilled*.

FEIR / ESTP "Opportunist"

"smooth operator," deal-maker; tactical, enterprising; adaptable, persuasive, energetic; seeks fun and excitement; athletic; enjoys the moment; realistic, good natured, self-focused; body- and clothes-conscious; entrepreneur; negotiator; promoter; *fine motor skilled*.

BEAR / ISFP "Artisan"

appreciates beauty and texture; artistic, athletic and graceful; reticent, not verbally expressive; realistic; sensitive, modest, kind; sympathetic; impulsive, enjoys freedom; service-oriented; *gross motor skilled*.

FEAR / ESFP "Entertainer"

performs to entertain others; enjoys creating party-like atmosphere; spender—not a saver; expressive; down-to-earth; radiates warmth and optimism; impulsive, enjoys promoting and business; rhythmical and athletic; *gross motor skilled*.

CAs / NFs**BCAR / INFP "Idealist"**

deep internal values; idealistic, romantic, appears calm; generally reticent; creative, avoids conflict, sensitive, aware of others' feelings; sacrificial, welcomes new ideas; flexible, interested in learning and writing; composer; *language skilled*.

FCAR / ENFP "Motivator"

highly energetic; enthusiastic, charming, imaginative, improvisational; sees possibilities; spontaneous; easily bored with repetition; enjoys solving people's problems; catalyst, marketer, *language skilled*.

BCAL / INFJ "Wordsmith"

potential gifted writer; imaginative, conscientious; has concern for the needs and development of others; empathetic; enjoys enriching inner life; methodical; quietly forceful; counselor; *language skilled*.

FCAL / ENFJ "Educator"

teacher/pastor; socially sophisticated; expressive, ambitious, catalyst, cooperative, devoted, fluent, imaginative, emotional; opinionated; interested in ideas and possibilities; seeks order, language skilled.

CIs / NTs**BCIR / INTP "Logician"**

master of conceptual logic; problem-solver; scientific—desires understanding of universe; designs logical models; seeks precision; introspective; adaptable; tends to excel in theoretical, philosophical subjects; *logical abstraction skilled*.

FCIR / ENTP "Strategizer"

"precocious planner," imaginative, alert to possibilities; quick thinking; likes complexity; computer proficient; enjoys one-up-manship; enthusiastic, outspoken, artistic, comedic, manipulative, spontaneous, entrepreneurial; *logical abstraction skilled*.

BCIL / INTJ "Inventor"

applicator of ideas; builder of theoretical systems; self-confident; independent, reserved, single-minded, conceptual; seeks knowledge; not impressed with authority; determined, analytic, stubborn, skeptical, scientific; *logical abstraction skilled*.

FCIL / ENTJ "Chief Executive Officer"

born "CEO," driven, takes charge; harnesses people to a distant goal; strategic; expressive; potential good debater and public speaker; seeks vision and purpose; political; self-focused; structured; *logical abstraction skilled*.

Courtesy of BrainType.com