

THE TYPE TABLE COLUMNS/THE ♥ OF TYPE

ST	SF	NF	NT
The practical and matter-of fact types.	The sympathetic and friendly types.	The enthusiastic and insightful types.	The logical and ingenious types.
Focus their attention on facts, which they handle with impersonal analysis.	Focus their attention on facts, which they handle with personal warmth.	Focus their attention on possibilities, which they handle with personal warmth.	Focus their attention on possibilities, which they handle with impersonal analysis.
Like work that is efficient and data-oriented.	Like work that is social and service-oriented.	Like work that is creative and growth-oriented.	Like work that is effective and competition-oriented.
Look for stability, accountability, control.	Look for affiliation, personal interaction, support.	Look for personal meaning, self-expression, growth.	Look for rationality, opportunity, long-range visions.
Want to "get it right."	Want to "provide practical service to others."	Want to "empower."	Want to "understand."
Manufacturing and the military appeal to them.	Personal service and health care appeal to them.	Communication, counseling, and the arts appeal to them.	Start-up organizations and scientific and technical fields appeal to them.

From: *Making It in Today's Organizations Using the Strong and MBTI.*

By Judith Grutter and Sherry Lund.

2000: CPP, Inc.

Permission granted for use for instructional purposes only.

Not to be duplicated for distribution.