

# Understanding Self

# Subject of Study

The Outer Nature which interacts with external world and is connected to our Inner Nature.

# Personality Test

- Reflects your motivational system
- Does not measure your Aptitude
- Does not measure your Leadership Potential
- Does not measure your Creativity
- Should have good test-retest reliability
- Should be validated with studies

# MBTI Instrument

- Invented in 1942 based on work by psychologist Carl Jung
- One of the most popular test. Nearly 1.5 million people take this test yearly
- Useful because it provides insight into one's Self
- The four dimensions on which it is based are useful to understand one's Self

# Task

- Multiple Choice Questionnaire (60 Questions)
- There are no right or wrong answers
- Select the answer that best fits you
- The test shall take maximum 20 minutes
- Result shall give your personality type
  - Description followed by 5 words
- Read your Personality Type
- Return to Class for further discussion

# Four MBTI Dichotomies

Where do we get our energy?

**Extraversion**

**Introversion**

How do we take in information?

**Sensing**

**Intuition**

How do we make decisions?

**Thinking**

**Feeling**

How do we organize our world?

**Judging**

**Perceiving**

# Extrovert (49.3%)

# Introvert (50.7%)

Focusses on OUTSIDE world

Focusses on INSIDE world

Prefers to ACT

Prefers to REFLECT

Needs to be HEARD

Needs PEACE & QUIET

ACT – REFLECT - ACT

REFLECT – ACT - REFLECT

# Way we take in Information

<b>Sensing (S)</b> <b>(73.3%)</b>	<b>iNtuition (N)</b> <b>(26.7%)</b>
Focusses on collecting data from five senses	Focusses on impressions and forming patterns
Practical, values common sense	Imaginative, comfortable with theories
Prefers details	Looks at possibilities
Needs data and figures to be convinced	Jumps to solutions quickly, makes factual errors



# Way we make Decisions

<b>Thinking (T)</b> <b>(40.2%)</b>	<b>Feeling (F)</b> <b>(59.8%)</b>
Prefers logical analysis and impersonal arguments	Uses values as guiding principles
Exposes wrong in habits and theories of others	Appreciates peace and harmony in relations
Clear Mind	Kind Heart
Impartiality	Sympathy

# Way we organize our world

<b>Judging (J)</b> <b>(54.1%)</b>	<b>Perception (P)</b> <b>(45.9%)</b>
Prefer to make plans and take decision based on those plans	Prefer to have open options and feel structure would hinder them
Need clarity. Need matters to be settled.	Scan opportunities and options
Focus on direction and actions	Focus on exploration
Prefer to plan and act	Prefer to react and decide on-the-go

# Limitations of MBTI Test

- The tests are polar in nature while most people are near the middle.
- The sharp personality type demarcations are not borne out in reality
- However, it provides a useful insight into the four dimensions of personality type but does not give the complete personality

# Personality Type Distribution

Type	Percent	Type	Percent
ISFJ	13.8	INFP	4.4
ESFJ	12.3	ESTP	4.3
ISTJ	11.6	INTP	3.3
ISFP	8.8	ENTP	3.2
ESTJ	8.7	ENFJ	2.5
ESFP	8.5	INTJ	2.1
ENFP	8.1	ENTJ	1.8
ISTP	5.4	INFJ	1.5

# So ?

- We are different with our own thoughts and personalities
- Let us understand each other as **DIFFERENT** and find common ground with others
- Accept oneself, understand oneself and use your strengths

**UNTIL YOU MAKE THE UNCONSCIOUS  
CONSCIOUS,  
IT WILL DIRECT YOUR LIFE  
AND YOU WILL CALL IT FATE.**

CARL G. JUNG





Thank  
You!