

# Temperament Explained Clearly

## Extroversion / Introversion

The fundamental choice of personality determines your orientation or attitude to the world. Are you going to move towards it or away from it? Are you going to be an extrovert or an introvert?

This choice may be related to temperament. These two attitudes may be biologically influenced. They are initially observed as differences in temperaments that can be seen from birth. Among siblings it may be noted that one child has a higher activity level. One is more oriented to the outer environment. Another child is less active and more self absorbed. Such basic temperamental differences can be the starting point for introversion and extroversion, especially if the family system reinforces and supports the natural temperament.

The critical difference between the two attitudes is that extroverts are oriented to the outer world of people, places, and things while introverts are oriented to the inner world of thoughts, ideas, and concepts.

### Extroverts

Extroverts are motivated from "without" and their attention is directed outward. They are people who are sociable, friendly, self-confident and outgoing. They appear relaxed and confident. Extroverts have trouble understanding life until they have lived it. When extroverts are feeling bad, low in energy, or stressed, they are likely to look outside themselves for relief. They might go shopping, call friends to come over, or arrange a party. They are energized from without, and they look for meaning outside of themselves. Extroverts make up about 75% of the American population.

### Introverts

Introverts are motivated from "within" and they are oriented towards the inner world of ideas, imagery, and reflection. Introverts get their energy from within rather than from the outside world. An introvert values quiet time alone for thinking while an extrovert wants time with others for action. Introverts believe that they cannot live life until they have understood it. They are seen as reserved, quiet, shy, aloof, and distant. When an introvert is tired, stressed or feels bad he is likely to withdraw to a quiet place and engage in reflective activity. Introverts look to the inner world for energy and meaning. Approximately 25% of the American population is introverted.

Differences in introversion and extroversion can result in interpersonal conflict. If an introvert and an extrovert in a relationship are both under stress each will use a different strategy of coping. The extrovert will want to go out to a party or shopping while the introvert will want quietness and solitude. As they interact with each other the extrovert may feel rejected while the introvert imposed upon. What reduces stress for one will not for the other. These two people are caught in a type difference but may only see the other person as being demanding or resistive. Learning to understand the type difference can be helpful and open a door to understanding and cooperation.

## Attitudes: The Orientation to Life

<u>Extroversion</u>	<u>Introversion</u>
Energized by the outer world	Energized by the inner world
Outgoing	Inward
Talkative	Quiet
Acts first. Thinks later .	Thinks and may act.

Values breadth of experience	Values depth of experience
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Once an orientation to the world is adopted we must take in information from our surroundings and eventually use this information to make decisions. We are aided in this process by the perceptive and judging functions of personality. The perceptive functions are Sensing and Intuition. The judging functions are Thinking and Feeling.

## **Sensing / Intuition**

Gathering information about the world is within the purview of the perceptive functions. The two dimensions of the perceptive functions are sensing and intuition. These functions are nonjudgmental. They only provide information and do not make decisions or judgments about it.

### **Sensing**

The sensory function orients people in the here and now and to information that is immediately available. Sensing gathers information through the five senses and is concerned with details and facts. People operating from the sensory function are acutely aware of the specifics and particularity of the environment. They live in the present. Sensors are interested in actualities. They are practical and down to earth. If such a person attends a party then she is attentive to the sights, sounds and other sensory information and would be able to remember and describe the decor of the house and what people wore. About 75% of the American population is in the sensory dimension.

### **Intuition**

The intuitive function refers to perception that is indirect and not overly tied to sensory data. Intuition is concerned with connections and possibilities that go beyond the data. It is an indirect process that Jung described as perception by the unconscious. This perceptive function is stimulated by the sensory information but quickly goes past the data through unconscious associations to new possibilities and hunches. Creative art and scientific discoveries as well as lesser but more common insights (women's intuition and men's hunches) come about in this manner. Intuitives use their imagination. Intuitives are interested in the big picture and will overlook details. If an intuitive person goes to a party he most likely will not remember the clothes people wore or even their names. He may, however, be unusually aware of relationships and the implications of various patterns of communication. In America 25% percent or less of the population make up the intuitive dimension.

### **The Forest and the Trees**

A person who is a sensing type may not be able to see the forest for the trees while an intuitive person may not see the trees for the forest. Sensors see the actuality and intuitives the see the possibilities. Sensing and intuition provide information about the world but very different sorts of information. People operating from these two functions see the world in very different ways. As a result much conflict in relationships can occur.

### **Living in Different Worlds**

Two people differing on these functions participated in a learning exercise where the sensors and the intuitives were divided into groups and given an assignment. The task of each group was to draw a picture of their spiritual journey. When the completed artwork was presented to the reassembled group notable differences were seen.

All of the pictures drawn by the sensors consisted of representational art and included drawings of churches, people, children, animals, and nature. The drawings of the intuitives were symbolic in content with abstract designs for symbolization, for example, overlapping circles to represent a common unity among divergence. The two groups looked in amazement at each other's work. It became clear that sensors and intuitives looked at the same world but did not see it the same.

## Perceptive Functions: Gathering Information

<u>Sensation</u>	<u>Intuition</u>
The "Five Senses"	The "Sixth Sense"
Details	The "Big Picture"
The practical	The possible
Lives in the present	Looks to the future

Once information is collected then decisions must be made

## Judgmental Functions: Making decisions

Thinking and feeling are the two dimensions of the judgmental function. They are the rational functions and are so designated because they make decisions or judgments about the information provided by the perceiving functions. Thinking and feeling make decisions in very different ways.

### Thinking

Thinking approaches decision making through a logical, sequential process of analyzing data to arrive at a conclusion. Thinking is directed towards an impersonal finding. It is a "true-false" approach to decision making. Thinking employs principles and laws. It is most appropriate for handling problems that are of an impersonal nature. Thinking is objective and critical. This is the predominate Western mode of making decisions and it underlies the scientific model. About 50% of the American population is Thinkers. By gender 60% of men and 40% of women are thinkers.

### Feeling

Feeling reaches a decision in a very different manner through a deep valuing process. Feeling, as discussed by Jung, does not refer to emotion in the sense of emotional reasoning. It is not emotional in a shallow manner of being angry, fearful or joyful and using this as a basis for decision. Rather feeling refers to a deep process of a "gut-like" recognition of the worth or value of something. Feeling recognizes beauty, value, or significance but not through an analytical process.

Feeling is the experience of just knowing at an instinctive level what is valuable and what needs to be done. It is most useful in situations involving relationships. Feeling involves passion rather than logic. It is a process of appreciation and is interested in harmony. Feeling is not impersonal and includes a subjective element. For example, in regard to assessing a work of art, thinking can evaluate it according to a critical analysis of technique and decide if it has worth as well as explain why it has worth. Feeling can immediately recognize the true beauty or worth of the artwork but not explain why it is so. Feeling just recognizes and knows. About 50% of the American population are Feelers. By gender 40% of men and 60% of women are Feelers.

Once again relationship conflict can arise from type differences on this dimension. For example, parents may have a dispute over how to discipline a child. The thinker analyzes the situation based on past history and other variables and carefully chooses a punishment. The feeler just looks at the situation and has a strong sense of the appropriate action. If they have reached different conclusions then communication becomes difficult. The thinker wants to know the reasons for the decision while for the feeler the process cannot be put into a logical argument. Furthermore, no reasons of the thinker are good enough to persuade the feeler of a change of mind (or, perhaps, gut). An impasse is reached and conflict over typology arises.

Feeling is best used in situations that are interpersonal and require empathy and understanding. Thinking is best in impersonal situations. A clash of type differences is most likely to arise when one of the dimensions is used in the wrong setting.

### Judgmental Functions: Making Decisions

<u>Thinking</u>	<u>Feeling</u>
Logic	Values
Objective	More Subjective
Justice	Harmony
Truth	Compassion

The next choice regards our general orientation to an organized or flexible lifestyle.

Two additional preferences are commonly employed with Jungian typology. They were not developed by Jung but added later by the personality researchers Elizabeth Myers and Katherine Briggs. These are the lifestyle preferences towards "order and structure" or toward "openness and spontaneity." The preferences are labeled as Judging or Perceiving and represent a general orientation to daily life.

Judgers like a planned and organized life. They like having schedules and a "to do list." Vacations and trips are well thought out. Their offices are neat and structured. Relationships have their time and place. "If it is not planned don't do it."

Perceivers like a spontaneous and flexible life. They do not like the restrictions of a schedule. They like things to be open-ended. A vacation with only a general plan and no reservations is fine with them. Spur of the moment activities excite them. "Just do it, don't plan it."

### Lifestyle Choices

<u>Judgers</u>	<u>Perceivers</u>
Planned	Spontaneous
Organized	Flexible
Lists	Options
Likes Structure	Go with the Flow