

Personality Cheat Sheet

1. Energy Source:

Extroverts	Introverts
Express their thoughts readily	Reflect in silence
Think in public	Think first and speak out afterwards
Action oriented	Reflect more before acting
Like social gatherings	Often prefer smaller gatherings or one-to-ones

2. Thinking Style:

Detail Oriented	Big Picture Oriented
Good at analytical, sequential, and logical thinking	Good at lateral, holistic, systemic thinking
Focus on the challenges of the present	Focus on future oriented solutions
Focus on what is real	Focus on patterns
Understand ideas and theories through practical applications	Want to clarify ideas and theories before putting them into practice

3. Decision Making:

Fact Oriented	Value/People Oriented
Analytical	Empathetic, holistic
Strong belief in logic	Strong internal value system
Focus on the internal consistency of an approach first	Consider the impact of a decision on people first
Objectivity	Do not believe in objectivity as a guiding principle

4. Working Style:

Structured Approach	Emerging Approach
Planned, structured	Spontaneous, flexible
Systematic and methodical	Creative approach to work
Goal oriented	Goal can be modified
Prefer to finish things	Prefer options until the last minute

5. Emotions & Reactions

Immune	Excitable
Weak response to external stimuli	Strong response to external stimuli
Limited emotional variety	Wider emotional variety
Calm	Enthusiastic
Even tempered	Higher variation in temper