



**PAM BURKE COACHING**  
OPENING UP POSSIBILITIES

**PART I - BACKGROUND**

**What is personality type and what are type preferences?**

**What is personality type?**

Psychological or personality type is a theory developed by Swiss psychiatrist Carl Jung. He concluded based on his observations that behavior differences result from people's natural or inborn tendencies to use their minds in different ways.

He combined basic mental processes together with one's orientation of energy to the world and developed eight different mental functions. He believed these eight mental processes are available to and used by all people, but that there is a dominant function people naturally lean on.

Isabel Briggs Myers and her mother, Katherine Cook Briggs developed the Myers-Briggs Type Indicator in order to validate and put to practical use, Carl Jung's theory. The instrument they created is an excellent tool to help people determine his or her best-fit type. Taking the actual Myers-Briggs Type Indicator (MBTI) is worth considering if you have never taken it before.

The information provided in this program is NOT the MBTI, but rather descriptions of the different type preferences and a way for you to decide which you think is your natural preference. If you've taken the MBTI before, please refer to your results report. If you'd like to take the MBTI after going through this program, please reach out to me at [pburkecoaching@gmail.com](mailto:pburkecoaching@gmail.com).

**What are Type preferences?**

The MBTI reports preferences on four separate differences, each consisting of two opposites. To understand what Jung meant and the MBTI means about preferences, please complete this simple exercise:

First, sign your name on the line below:

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Next, sign your name again on the line below, but this time use your other hand

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How would you describe the experience of writing your name with your preferred hand? With your non preferred hand? Most people notice differences such as these:

<u>Preferred hand</u>	<u>Nonpreferred hand</u>
Feels Easy	Feels Difficult
Natural, normal	Unnatural, not normal
Looks good, easy to read	Looks childlike, difficult to read
Comfortable and didn't have to focus	Uncomfortable and spent more time focusing

This activity is an easy way to help you understand the theory of type preferences. You can use either hand when you have to, but one feels more natural and competent and requires less effort. The other isn't comfortable and requires more effort, energy and focus.

Similarly, according to type theory, everyone has a natural preference for one of the two opposites on each of the four MBTI dichotomies. Both are used at different times in one's life, but one feels more natural and comfortable than the other.

**The four different sets of opposite (dichotomies) are:**

**E-I** (Extraversion-Introversion)  
**S-N** (Sensing-Intuition)  
**T-F** (Thinking-Feeling)  
**J-P** (Judging-Perceiving)

Your next step is to go to Part II and read a description from each preference and the characteristics associated with each preference and decide which you think is your more natural "best-fit." **NOTE: you may read these descriptions and say "I do both of these." Yes, we all use both preferences, but decide which one you would do first or would be more comfortable using at first in any aspect of your life.**

**Go to PART II** - Type preference descriptions, characteristics and self-estimate of your type. In Part II of Achieve with Ease, you will:

- Identify your natural preference in four separate areas
- Put your preferences together into a four letter type combination
- Review the Sixteen Types at a Glance handout and locate your 4 letter type combination and the characteristics frequently associated with that type