
TEMPERAMENT SORTER QUESTIONNAIRE

(COMPLETE ALL 70 QUESTIONS TO GET YOUR RESULTS)

1. At a party do you

- ◆ a. interact with many, including strangers
- ◆ b. interact with a few, known to you

2. Are you more

- ◆ a. realistic than speculative
- ◆ b. speculative than realistic

3. Is it worse to

- ◆ a. have your "head in the clouds"
- ◆ b. be "in a rut"

4. Are you more impressed by

- ◆ a. principles
- ◆ b. emotions

5. Are you more drawn toward the

- ◆ a. convincing
- ◆ b. touching

6. Do you prefer to work

- ◆ a. to deadlines
- ◆ b. just "whenever"

7. Do you tend to choose

- ◆ a. rather carefully
- ◆ b. somewhat impulsively

8. At parties do you

- ◆ a. stay late, with increasing energy
- ◆ b. leave early, with decreased energy

9. Are you more attracted to

- ◆ a. sensible people
- ◆ b. imaginative people

10. Are you more interested in

- ◆ a. what is actual
- ◆ b. what is possible

11. In judging others are you more swayed by

- ◆ a. laws than circumstances
- ◆ b. circumstances than laws

12. In approaching others is your inclination to be somewhat

- ◆ a. objective
- ◆ b. personal

13. Are you more

- ◆ a. punctual
- ◆ b. completed

14. Does it bother you more having things

- ◆ a. incomplete
- ◆ b. completed

15. In your social groups do you

- ◆ a. keep abreast of other's happenings
- ◆ b. get behind on the news

16. In doing ordinary things are you more likely to

- ◆ a. "say what they mean and mean what they say"
- ◆ b. do it your own way

17. Writers should

- ◆ a. consistency of thought
- ◆ b. express things more by use of analogy

18. Which appeals to you more

- ◆ a. logical judgments
- ◆ b. harmonious human relationships

19. Are you more comfortable in making

- ◆ a. sensible people
- ◆ b. value judgments

20. Do you want things

- ◆ a. settled and decided
- ◆ b. unsettled and undecided

21. Would you say you are more

- ◆ a. serious and determined
- ◆ b. easy-going

22. in phoning do you

- ◆ a. rarely question that it will all be said
- ◆ b. rehearse what you'll say

23. Facts

- ◆ a. "speak for themselves"
- ◆ b. illustrate principles

24. Are visionaries

- ◆ a. somewhat annoying
- ◆ b. rather fascinating

25. Are you more often

- ◆ a. a cool-headed person
- ◆ b. a warm-hearted person

26. Is it worse to be

- ◆ a. unjust
- ◆ b. merciless

27. Should one usually let events occur

- ◆ a. by careful selection and choice
- ◆ b. randomly and by chance

28. Do you feel better about

- ◆ a. having purchased
- ◆ b. having the option to buy

29. in company do you

- ◆ a. initiate conversation
- ◆ b. wait to be approached

30. Common sense is

- ◆ a. rarely questionable
- ◆ b. frequently questionable

31. Children often do not

- ◆ a. make themselves useful enough
- ◆ b. exercise their fantasy enough

32. In making decisions do you feel more comfortable with

- ◆ a. standards
- ◆ b. feelings

33. Are you more

- ◆ a. firm than gentle
- ◆ b. gentle than firm

34. Which is more admirable:

- ◆ a. the ability to organise and be methodical
- ◆ b. the ability to adapt and make do

35. Do you put more value on the

- ◆ a. definite
- ◆ b. open-ended

36. Does new and non routine interaction with others

- ◆ a. stimulate and energise you
- ◆ b. tax your reserves

37. Are you more frequently

- ◆ a. a practical sort of person
- ◆ b. a fanciful sort of person

38. Are you more likely to

- ◆ a. see how others are useful
- ◆ b. see how others see

39. Which is more satisfying:

- ◆ a. to discuss an issue thoroughly
- ◆ b. to arrive at agreement on an issue

40. Which rules you more:

- ◆ a. your head
- ◆ b. your heart

41. Are you more comfortable with work that is

- ◆ a. contracted
- ◆ b. done on a casual basis

42. Do you tend to look for

- ◆ a. the orderly
- ◆ b. whatever turns up

43. Do you prefer

- ◆ a. many friends with brief contact
- ◆ b. a few friends with more lengthy contact

44. Do you go more by

- ◆ a. acts
- ◆ b. principles

45. Are you more interested in

- ◆ a. production and distribution
- ◆ b. design and research

46. Which is more of a compliment

- ◆ a. "You are a very logical person."
- ◆ b. "You are a very sentimental person."

47. Do you value in yourself more that you are

- ◆ a. unwavering
- ◆ b. devoted

48. Do you more often prefer the

- ◆ a. final and unalterable statement
- ◆ b. tentative and preliminary statement

49. Are you more comfortable

- ◆ a. after a decision
- ◆ b. before a decision

50. Do you

- ◆ a. speak easily and at length with strangers
- ◆ b. find little to say to strangers

51. Are you more likely to trust your

- ◆ a. experience
- ◆ b. hunch

52. Do you feel

- ◆ a. more practical than ingenious
- ◆ b. more ingenious than practical

53. Which person is more to be complimented - one of

- ◆ a. clear reason
- ◆ b. strong feeling

54. Are you inclined more to be

- ◆ a. air-minded
- ◆ b. sympathetic

55. Is it preferable mostly to

- ◆ a. make sure things are arranged
- ◆ b. just let things happen

56. In relationships should most things be

- ◆ a. renegotiable
- ◆ b. random and circumstantial

57. When the phone rings do you

- ◆ a. hasten to get to it first
- ◆ b. hope someone else will answer

58. Do you prize more in yourself

- ◆ a. a strong sense of reality
- ◆ b. a vivid imagination

59. Are you drawn more to

- ◆ a. fundamentals
- ◆ b. overtones

60. Which seems the greater error:

- ◆ a. to be too passionate
- ◆ b. to be too objective

61. Do you see yourself as basically

- ◆ a. hard-headed
- ◆ b. soft-hearted

62. Which situation appeals to you more:

- ◆ a. the structured and scheduled
- ◆ b. the unstructured and unscheduled

63. Are you a person that is more

- ◆ a. routinised than whimsical
- ◆ b. whimsical than routinised

63. Are you a person that is more

- ◆ a. routinised than whimsical
- ◆ b. whimsical than routinised

64. Are you more inclined to be

- ◆ a. easy to approach
- ◆ b. somewhat reserved

65. In writings do you prefer

- ◆ a. the more literal
- ◆ b. the more figurative

66. Is it harder for you to

- ◆ a. identify with others
- ◆ b. utilise others

67. Which do you wish more for yourself:

- ◆ a. clarity of reason
- ◆ b. strength of compassion

68. Which is the greater fault:

- ◆ a. being indiscriminate
- ◆ b. being critical

69. Do you prefer the

- ◆ a. planned event
- ◆ b. unplanned event

70. Do you tend to be more

- ◆ a. deliberate than spontaneous
- ◆ b. spontaneous than deliberate

now go to p.9 to tally your score

ANSWER SHEET

ENTER A CHECK FOR EACH ANSWER IN THE COLUMN FOR A OR B.

The crossword puzzle grid consists of 70 numbered squares. The letters 'a' and 'b' are placed in the top row of the grid. The letters 'E', 'I', 'S', 'N', 'T', 'F', 'J', and 'P' are placed in the bottom row of the grid. Arrows indicate the direction of the answers for each number.

1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	32	33	34	35
36	37	38	39	40	41	42
43	44	45	46	47	48	49
50	51	52	53	54	55	56
57	58	59	60	61	62	63
64	65	66	67	68	69	70

1 2 3 4 3 4 5 6 5 6 7 8 7 8

E I S N T F J P

You have now identified your “type” It should be one of the following:

INFP	ISFP	INTP	ISTP
ENFP	ESFP	ENTP	ESTP
INFJ	ISFJ	INTJ	ISTJ
ENFJ	ESFJ	ENTJ	ESTJ

If you have an X in your type, yours is a mixed type.

An X can show up in any of the four pairs: E or I, S or N, T or F and J or P. Hence there are 32 mixed types besides the 16 listed above:

IXNTP	EXTP	ENXP	ENTX
XNTJ	EXTJ	INXP	INTX
XNFP	EXFP	ENXJ	ENFX
XNFJ	EXFJ	INXJ	INFX
XSTP	IXTP	ESXP	ESTX
XSTJ	IXTJ	ISXP	ISTX
XSFP	IXFP	ESXJ	ESFX
XSFJ	IXFJ	ISXJ	ISFX

Having identified type, the task now is to read the type description and to decide how well or how poorly the description fits. If you have an X in your type, yours is a combination of two types.

If, for example, the E and I scores are equal and the type is, say XSFJ, then you would read both ESFJ and ISFJ portraits and decide for yourself which pairs of each description are applicable.

The theory suggests that an X for E/I defaults to I; an X for S/N defaults to N; an X for T/F defaults to F and an X for J/P defaults to P.

One may also profit from reading the portrait of one’s opposite to see how things are “on the other side”. (How one proceeds after reading one’s own type portrait depends largely upon temperament. Some of the types will read several other portraits before returning to the text, while others will return immediately to the text. Some may never read all sixteen of the type descriptions.) As will be shown, the typology is useful if an observer can distinguish between four types of temperament.

It is not at all necessary to make these finer distinctions. However, such differences can become useful after long study.

Behavioural preferences

Brief Descriptions of the Sixteen Types

ISTJ

FACTUAL
THOROUGH
SYSTEMATIC
DEPENDABLE
STEADFAST
PRACTICAL
ORGANISED
REALISTIC
DUTY BOUND
SENSIBLE
PAINSTAKING

ISFJ

DETAILED
CONSCIENTIOUS
TRADITIONAL
LOYAL
PATIENT
PRACTICAL
ORGANISED
SERVICE-MINDED
DEVOTED
PROTECTIVE
METICULOUS

INFJ

FACTUAL
THOROUGH
SYSTEMATIC
DEPENDABLE
STEADFAST
PRACTICAL
ORGANISED
REALISTIC
DUTY BOUND
SENSIBLE
PAINSTAKING

INTJ

DETAILED
CONSCIENTIOUS
TRADITIONAL
LOYAL
PATIENT
PRACTICAL
ORGANISED
SERVICE-MINDED
DEVOTED
PROTECTIVE
METICULOUS

ISTP

LOGICAL
EXPEDIENT
PRACTICAL
REALISTIC
FACTUAL
ANALYTICAL
APPLIED
INDEPENDENT
ADVENTUROUS
SPONTANEOUS
ADAPTABLE

ISFP

CARING
GENTLE
MODEST
ADAPTABLE
SENSITIVE
OBSERVANT
CO-OPERATIVE
LOYAL
TRUSTING
SPONTANEOUS
UNDERSTANDING

INFP

COMPASSIONATE
GENTLE
VIRTUOUS
ADAPTABLE
COMMITTED
CURIOUS
CREATIVE
LOYAL
DEVOTED
DEEP
RETICENT

INTP

LOGICAL
SCEPTICAL
COGNITIVE
DETACHED
THEORETICAL
RESERVED
PRECISE
INDEPENDENT
SPECULATIVE
ORIGINAL
AUTONOMOUS

ESTP

ACTIVITY-ORIENTATED
ADAPTABLE
FUN-LOVING
VERSATILE
ENERGETIC
ALERT
SPONTANEOUS
PRAGMATIC
EASYGOING
PERSUASIVE
OUTGOING

ESFP

ENTHUSIASTIC
ADAPTABLE
PLAYFUL
FRIENDLY
VIVACIOUS
SOCIAL
TALKATIVE
CO-OPERATIVE
EASYGOING
TOLERANT
OUTGOING

ENFP

CREATIVE
CURIOUS
ENTHUSIASTIC
VERSATILE
SPONTANEOUS
EXPRESSIVE
INDEPENDENT
FRIENDLY
PERCEPTIVE
ENERGETIC
IMAGINATIVE

ENTP

ENTERPRISING
INDEPENDENT
OUTSPOKEN
STRATEGIC
CREATIVE
ADAPTIVE
CHALLENGING
ANALYTICAL
CLEVER
RESOURCEFUL
QUESTIONING

ESTJ

LOGICAL
DECISIVE
SYSTEMATIC
OBJECTIVE
EFFICIENT
DIRECT
PRACTICAL
ORGANISED
IMPERSONAL
RESPONSIBLE
STRUCTURED

ESFJ

CONSCIENTIOUS
LOYAL
SOCIAL
PERSONABLE
RESPONSIBLE
HARMONIOUS
CO-OPERATIVE
TACTFUL
THOROUGH
RESPONSIVE
SYMPATHETIC

ENFJ

LOYAL
IDEALISTIC
PERSONABLE
VERBAL
RESPONSIBLE
EXPRESSIVE
ENTHUSIASTIC
ENERGETIC
DIPLOMATIC
CONCERNED
SUPPORTIVE

ENTJ

LOGICAL
DECISIVE
PLANNING
TOUGH
STRATEGIC
CRITICAL
CONTROLLED
CHALLENGING
STRAIGHTFORWARD
OBJECTIVE
FAIR