

# CHARACTERISTICS OF THE 16 T-CODE TYPES

## FEELERS

<b>AMIABLES</b>		<b>EXPRESSIVES</b>	
<b>Adaptive</b>	<b>Impulsive</b>	<b>Adaptive</b>	<b>Impulsive</b>
<b>INFP 3%</b> <ul style="list-style-type: none"> <li>● Skilled with people</li> <li>● Caring, empathetic</li> <li>● Deep relationships</li> <li>● Tuned into emotions of others</li> <li>● A peacekeeper</li> <li>● Perfectionist</li> </ul>	<b>ISFP 10%</b> <ul style="list-style-type: none"> <li>● Hates routine</li> <li>● Values freedom</li> <li>● Values pleasure</li> <li>● Creativity &amp; variety</li> <li>● Sensual experiences</li> <li>● Flexible</li> <li>● A free spirit</li> </ul>	<b>ENFP 2-3%</b> <ul style="list-style-type: none"> <li>● Values ethics</li> <li>● High morals</li> <li>● A need for empathetic relationships</li> <li>● Human satisfaction comes first and performance second</li> </ul>	<b>ESFP 10%</b> <ul style="list-style-type: none"> <li>● Seeks fun &amp; action</li> <li>● Lives in the present</li> <li>● Loves spontaneity, pleasure</li> <li>● Kind to people</li> <li>● Reacts emotionally</li> <li>● Natural negotiator</li> </ul>
<b>Strategic</b>	<b>Authoritative</b>	<b>Strategic</b>	<b>Authoritative</b>
<b>INFJ 2-3%</b> <ul style="list-style-type: none"> <li>● People focused</li> <li>● Caring</li> <li>● High need for stability</li> <li>● Hard workers</li> <li>● Determined</li> <li>● Single-minded concentration</li> </ul>	<b>ISFJ 10%</b> <ul style="list-style-type: none"> <li>● Dedicated worker</li> <li>● Dependable</li> <li>● Team player</li> <li>● Protective</li> <li>● Sees to others' security</li> <li>● Will work long hours on thankless jobs</li> </ul>	<b>ENFJ 2-3%</b> <ul style="list-style-type: none"> <li>● Developer of people</li> <li>● Responsive and reliable</li> <li>● Educator</li> <li>● Outgoing and expressive</li> <li>● Charismatic</li> <li>● Sociable &amp; popular</li> </ul>	<b>ESFJ 10%</b> <ul style="list-style-type: none"> <li>● Can talk to anybody</li> <li>● Outgoing</li> <li>● Tells and directs others</li> <li>● Tradition important</li> <li>● Warm hearted</li> <li>● Strong value systems</li> </ul>
<b>Adaptive</b>	<b>Impulsive</b>	<b>Adaptive</b>	<b>Impulsive</b>
<b>INTP 3%</b> <ul style="list-style-type: none"> <li>● Values theory &amp; insight</li> <li>● Prefers to work alone for the group</li> <li>● Lives in a world of ideas</li> <li>● Reserved</li> <li>● Impersonal</li> </ul>	<b>ISTP 10%</b> <ul style="list-style-type: none"> <li>● Master of tools and instrumentation</li> <li>● Enjoys risk that goes with change</li> <li>● Soft-spoken</li> <li>● A loner</li> </ul>	<b>ENTP 2-3%</b> <ul style="list-style-type: none"> <li>● Values theoretical insight &amp; logic</li> <li>● Tends to overlook human element</li> <li>● Task oriented</li> <li>● A creative thinker</li> </ul>	<b>ESTP 10%</b> <ul style="list-style-type: none"> <li>● Craves excitement &amp; action</li> <li>● Likes living on the edge</li> <li>● Great with challenges</li> <li>● Can be demanding</li> <li>● Fun loving</li> <li>● Highly observant</li> </ul>
<b>Strategic</b>	<b>Authoritative</b>	<b>Strategic</b>	<b>Authoritative</b>
<b>INTJ 1%</b> <ul style="list-style-type: none"> <li>● An original thinker</li> <li>● High achiever</li> <li>● Future focused</li> <li>● Single-minded when concentrating</li> <li>● Unimpressed with authority</li> </ul>	<b>ISTJ 10%</b> <ul style="list-style-type: none"> <li>● Task oriented</li> <li>● Serious and quiet</li> <li>● Responsible, careful</li> <li>● High need for rules and security</li> <li>● Sees job through to the end</li> </ul>	<b>ENTJ 2-3%</b> <ul style="list-style-type: none"> <li>● High self image</li> <li>● A natural leader</li> <li>● Can be arrogant</li> <li>● Inflated confidence</li> <li>● Future oriented</li> <li>● Frank &amp; decisive</li> <li>● Will not follow</li> </ul>	<b>ESTJ 10%</b> <ul style="list-style-type: none"> <li>● High economic need</li> <li>● Controlling, impatient</li> <li>● Gets things done</li> <li>● Insensitive</li> <li>● Practical &amp; realistic</li> <li>● No time to waste</li> <li>● A natural for business</li> </ul>
<b>ANALYTICALS</b>		<b>DRIVERS</b>	
<b>THINKERS</b>			

INNERS

OUTERS